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for RETAILER - WHOLESALER - MANUFACTURER

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VOL. CXXVII SEPTEMBER 18, 1937 Annual Subscription (with Diary) 20/-. Single Copies 9d.

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Index to Advertisers, pp. 5 & 6.

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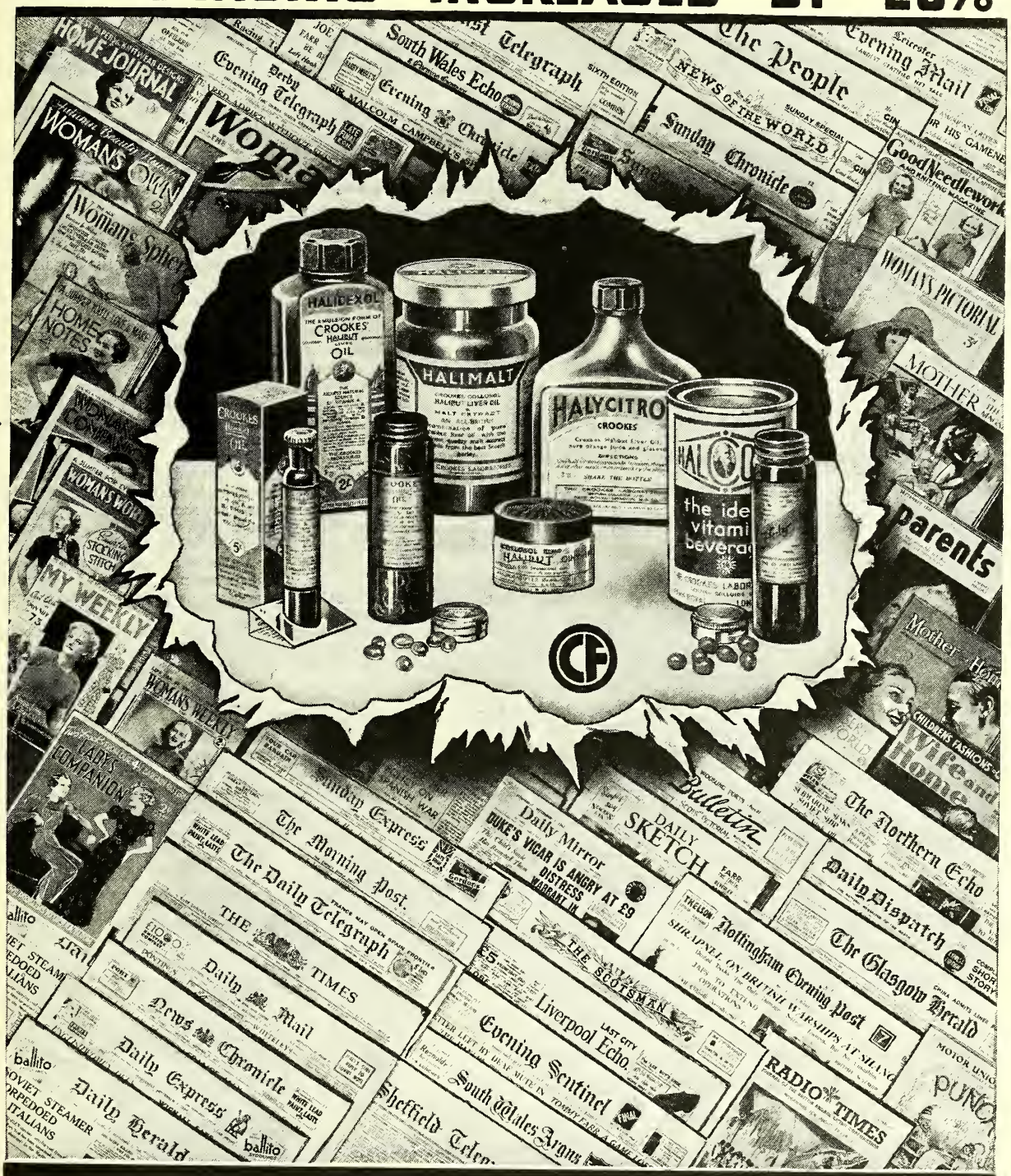

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T.G.S.

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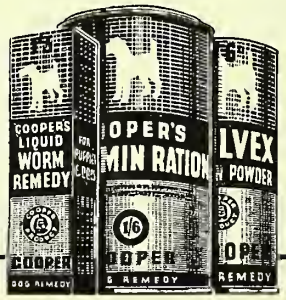

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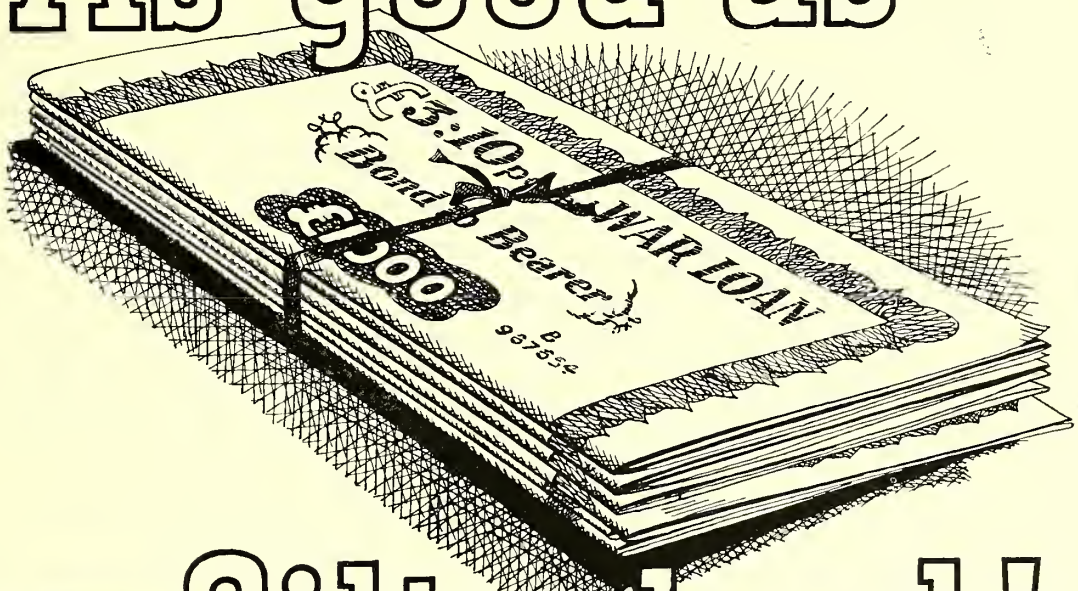

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A fascinating study of the evolution of Pharmacy. Two volumes. Maroon cloth. 770 pages.

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The C. & D. Poisons Guide

Authoritative, accurate and concise. Classifies over 2,500 poisons.

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The C. & D. Price List Formulary

A Choice collection of good formulas. All users of the *C. & D.* Price List require a copy of this formulary. *Price* **2s. 6d.** (*Post free*)

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Halves your stocktaking worries.

Price **2s. 6d.** (*Post free*)

Shops Act Cards

Price **1s.** *each*, 2 *for* **1s. 9d.** (*Post free*)

Order from The PUBLISHER, THE CHEMIST and DRUGGIST

28 ESSEX STREET, STRAND, LONDON, W.C.2 Phone : CENTRAL 6565

CL 1.

THE HARVEST

English Harvest Time when our beautiful countryside is in one of its richest moods is now past.

We believe that many of our chemist customers have reaped a better harvest this year on profitable sundries by increased concentration on our products.

There is a complete marketing plan behind our programme. It is to style our goods and to brand and pack them as a balanced range to the best of our ability.

Further points in the plan are the finest possible sales promotion matter such as the Fashion List, Maw quarterly M.S.S. and General Catalogue. We support the leading Trade Papers too !

We try to trade up by introducing on every possible occasion new and better numbers, which are more profitable to our customers without neglecting cheaper goods for competitive markets. The best way to value the Maw Plan is to compare it with any other sundries selling proposition offered you.

We hope that we can be of real help to our chemist customers in preparing for the Christmas selling harvest.

M A W O F L O N D O N

WE MAKE SHAVING BRUSHES FROM SUPERFINE BADGER TO PURE HOG

ASK YOUR WHOLESALER FOR THIS ATTRACTIVE DISPLAY STAND AND OUR KEEN PRICE CATALOGUE

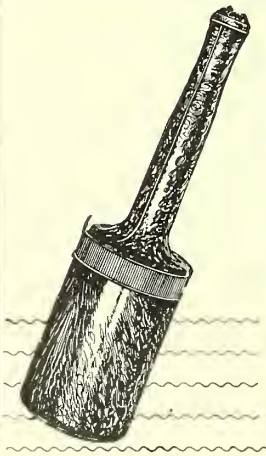
OR WRITE DIRECT TO

FORSTER
BRUSHES LTD.
15 HATTON WALL
HATTON GARDEN
LONDON, E.C.1

'GRAMS : SUBRUSCO, SMITH, LONDON
'PHONE : CHANCERY 8631
CABLES: SUBRUSCO, LONDON
ESTABLISHED 1840

The EMPIRE
BATHJOY

The latest device for softening and perfuming water



Delicately perfumes and softens the hardest water. Perfumes:—Verbena, Lavender, Eau de Cologne, Dusk of India, and Pine.

Retail Prices
Complete Bathjoy in Bakelite
3/11
De Luxe Model in Beetle
5/11
Refills **1/6** each
usual Trade discounts

BRITISH EMULSIFIERS LTD.
Teddington, Middlesex

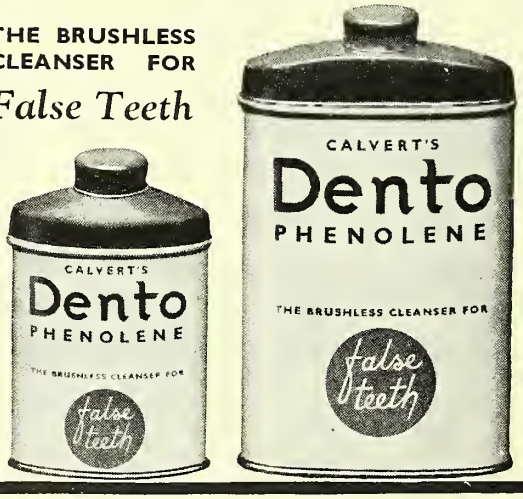
An elaborate Showcard sent on request.

Telegrams: Britemulsi, Teddington.

Telephone: Molesey 1202/3

CALVERT'S
Dento
PHENOLENE

THE BRUSHLESS CLEANSER FOR
False Teeth



Two sizes. Retail **6d.** and **1/-**
Trade 4/6 per doz. and 8/6 per doz.

• Extra discount on parcels which can include Dento, Calvert's Tooth Powder, etc.

F. C. CALVERT & CO. LTD. MANCHESTER

A NEW MACLEAN PRODUCT

"Lemskin"

Regd. trade mark

LEMON HAND JELLY

Every woman knows the value of a lemon for cleaning and softening the hands.

"LEMSKIN" is more effective and much more pleasant. It is a *non-sticky* Lemon Hand Jelly that has been selling steadily for years in certain parts of the country. Henceforth MACLEANS will manufacture "LEMSKIN" —and back it with their vast selling and publicity resources. A big Advertising Campaign for "LEMSKIN" Lemon Hand Jelly will be launched and *kept up consistently.* Our Trade friends know the selling force behind Maclean Products. "LEMSKIN" will be a tremendously popular 6d. line. Order now and LINK UP WITH "LEMSKIN."

"Lemskin" PROFITS range from 29% to 37% on turnover

Prices 1 dozen tubes **4/3** per dozen. Retail 6d. each
Also in Tablet form **2/1** per dozen. Retail 3d. each
Write now for particulars of direct buying terms. **MACLEANS LTD., Great West Road, Brentford, Middx.** *Telephone: Ealing* 6616. *Wires: Macleans, Brentford.*

Women want "Lemskin"— Every chemist should show it

"Lemskin" LEMON HAND JELLY

Regd. trade mark

A MACLEAN PRODUCT

BIG NATIONAL ADVERTISING STARTS NEXT MONTH

INTENSIVE ADVERTISING

FOR THIS POPULAR PERFUME IS NOW APPEARING IN ALL THESE MAGAZINES AND——

. . . it means sound profits for you with exceptional trade discounts. Don't miss the special display offer. Representative will call upon request.

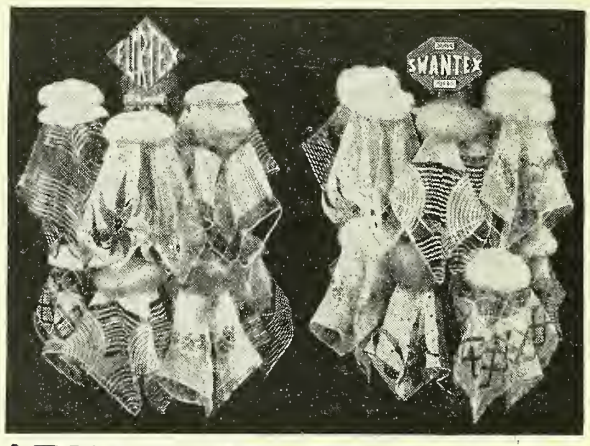
Parfum-RIGAUD

"UN AIR EMBAUMÉ"

Created by Rigaud at Rue de la Paix, Paris.

Obtainable from your usual wholesaler—or from the Sole Distributors in Great Britain.

PHARGENE LTD., 10 Cork Street, London, W.1



'PUFF' UP YOUR SALES

with this magnificent display ★

Your customers can't miss these FURTEX & SWANTEX Puffs, in their pretty printed Silk Hankies. You can't afford to miss the generous margin of profit they allow. The cleverly designed display shows off the lavish variety of different colours and patterns to advantage—*your* advantage, if you look ahead and order *now* for the Christmas Trade.

FURTEX *Super Fur* **HANKY PUFF**

Retail : 1/-, 1/6, 1/11, 2/6, 2/11 each
Cost Price : 8/-, 12/-, 15/-, 20/-, 23/- per doz.

SWANTEX *Super Down* **HANKY PUFF**

★ **FREE!** Write for particulars of Special Free Offer of this fine BLACK AND CHROMIUM DISPLAY STAND, with two tiers of Sprays to display one dozen puffs.

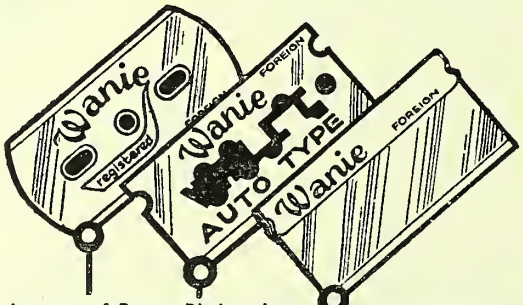
Order from your usual Wholesaler.

Sole Manufacturers:

N. & F. KAHN, 11-13 Pentonville Rd., London, N.1

WANIE

The Profit Raiser Blades



A range of Razor Blades that consistently raise your profits.

8/- PER GROSS **9/- PER 100**

Free samples await your request.
Wholesalers are invited to write for Trade Terms.

3/9 PER GROSS TIM

LONDON & PROVINCIAL FACTORS Ltd.
146 Theobalds Road, London, W.C.1 and at 16 Withy Grove, Manchester.

BOURJOIS

introduce the

NEW SIZE

Evening in Paris

FACE POWDER

Retail **1/-** *Price*

Actual Size

This 1/- size opens up an enormous new market and is bound to find a gigantic sale, without affecting the well-established 1/9 size, which has its own public. Many of our friends in the trade have urged us to produce this new size and have predicted very large sales.

SPECIAL PUBLICITY

But we are making success doubly sure Both sizes will be featured in the biggest Autumn and Winter advertising campaign we have ever launched, including the "Daily Mirror," "Daily Sketch," "Daily Mail," "Daily Express," "Daily Herald," "Sunday Pictorial," and "Evening Standard," a large number of Provincial Newspapers, all the principal Women's Magazines, the leading Film Weeklies, etc., etc.—reaching millions of readers.

Please send us your order with request for the special Showcard designed to introduce this important new line.

Catalogue No. 6330. Trade Price 8/- per dozen.

PLACE YOUR ORDER NOW!

BOURJOIS LTD., Head Offices, Factory & Laboratories: QUEENS WAY, CROYDON. London Showrooms: Standbrook House, 2-5, OLD BOND ST., W.1

For your Xmas sales

10/6

- This BEAUTY BOX by the Mayfair Specialist Marguerite Hoare will remain in demand at all seasons.
- It contains a jar of the much-advertised Insta-Pak, a jar of Crême Verte, and bottles of Cleansing Lotion and Skin Tonic—a complete and highly efficacious complexion outfit.
- To retail at 10/6, allowing a generous margin.

Produced by Marguerite Hoare Ltd., 28 Bruton Street, W. 1
Sole distributors: British and International Proprietaries Ltd., Africa House, Kingsway, London, W.C.1

Insta-Pak
the 15-minute beauty creator

ADELAIDE GREY of Bond St.

LALEEK Beauty Preparations

● Millions of women are reading LALEEK advertisements and taking the advice given by the various editresses. As the demand grows so does the advertising. Show LALEEK and you have a ready-made sale. Attractive counter and window display material is available.

ADELAIDE GREY LTD., 27 OLD BOND ST., W.1

LA PARFUMERIE MODERNE

(Established 1908)

An Illustrated Monthly Review of the Perfumery and Allied Industries

The regular publication (in English and Spanish as well as in French) of technical and practical articles on Essential Oils and Synthetic Perfumery Products is a feature of this popular Trade Journal.

Specimen copy and all particulars from

15 rue Constant, Lyon 12 rue Jules-Guesde, Puteaux, Paris

"MORE THAN A SOAP—

A BEAUTY TREATMENT"

is our unique sales message to 8,000,000 women through definitely booked advertising in leading journals, an appeal warmly supported by leading Beauty Specialists and famous Stars of Screen and Stage. The demand is soaring. Interest your customers with the attractive 'Presentation' Box of 4 tablets at 3/- per box or 9d. per separate tablet. The distinguished showcard and superbly finished display stand for Personality Soap lend distinction to any counter.

★ STARS whose names help you sell "PERSONALITY"

1. Hermione Baddeley
2. Zelma O'Neal
3. Sepha Treble
4. Adele Dixon
5. Billie Houston
6. Ivy des Voeux
7. Elizabeth Nolan
8. Yvette Darnac
9. Sally Gray, etc.

Personality TURTLE OIL SOAP.

Ask your Wholesaler or write today to: Personality Beauty Products, Ashby-de-la-Zouch Leics.

ESTABLISHED 1880.

H. E. STEVENSON & Co., Ltd.

10 Pancras Lane,

Queen Victoria Street, London, E.C.4.

SYNTHETIC OTTOS

FOR ALL

TOILET PREPARATIONS, PERFUMES, ETC.

"The Synthetic Otto of Rose is especially good, and has given the greatest satisfaction to even the most exacting critics."

—*Perfumery and Essential Oil Record.*

The *Chemist and Druggist* described the SYNTHETIC OTTO OF VIOLETS as "distinctly the real thing," and it is the closest imitation of the natural flower we have met with.

FOR 60 YEARS

SCRUBB'S

has been the only NATIONALLY ADVERTISED CLOUDY AMMONIA

TO-DAY, SALES ARE STILL INCREASING . . WHY?

BECAUSE

1. SCRUBB'S is a quality product
2. It is backed by NATIONAL PRESS and FILM ADVERTISING
3. It shows the Shopkeeper 4d. profit on every bottle sold
4. PRICE CUTTING IS NOT ALLOWED

In spite of the competition of cheap products 1937 has been a RECORD for us!! Has it been for you? If not, display our show material and our stand with a dummy bottle.

IF YOU SELL SCRUBB'S you have satisfied customers. Order through your usual wholesaler or from the Sole Distributors:—

CHEMICAL & NATURAL PRODUCTS LIMITED
Thames House,
Queen St. Place, London, E.C.4
Members of the P.A.T.A.

Visit our stand and see on display a range of products for the hair and skin of superlative quality at prices worthy of your attention. *For A.I. quality at A.I. prices, call at Stand A.I.*

Walden & Co., (Nufix) Ltd., Nufix Works, London, N.W.9.

CHEMISTS EXHIBITION

STAND Nº A.I.

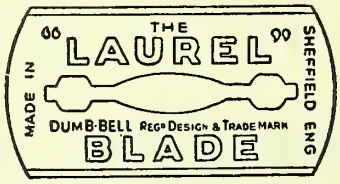
SHAVE WITH A "LAUREL"

"LAUREL PENNY BLADES—ALL TYPES"

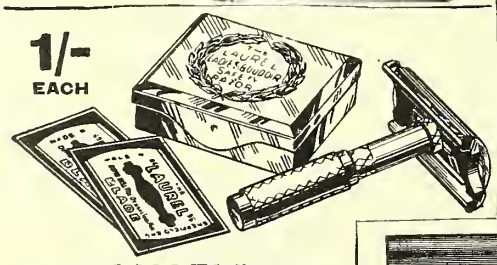
MADE IN SHEFFIELD, ENGLAND

"LAUREL"
LADIES' BOUDOIR SAFETY RAZORS
(NICKEL PLATED)
6d.
EACH

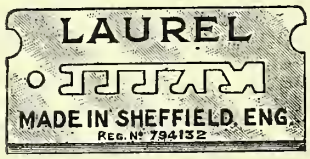
PENNY BLADES
FOR YOUR RAZOR
PACKET OF SIX BLADES FOR
6d.



1/-
EACH



FITS ALL 3-PEG HOLDERS

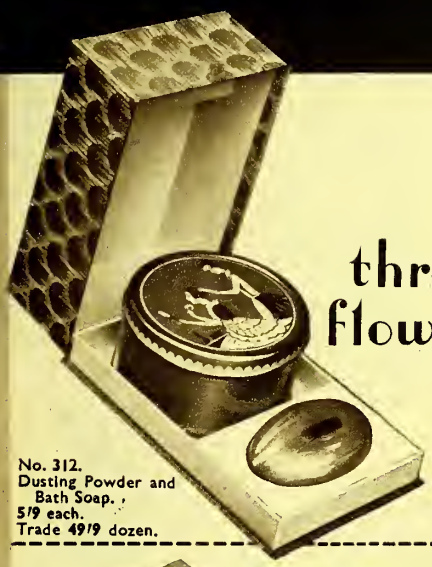


THE **"LAUREL"** LADIES' GOLD PLATED BOUDOIR SAFETY RAZOR
COMPLETE WITH TWO BLADES AS ILLUSTRATED

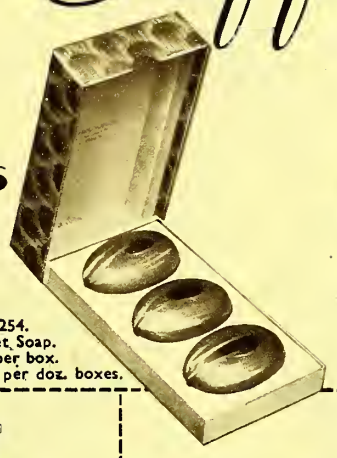
GEO. H. LAWRENCE LTD. LAUREL WORKS, SHEFFIELD, 25571

Christmas Coffrets

three flowers



No. 312.
Dusting Powder and Bath Soap.
5/9 each.
Trade 49/9 dozen.

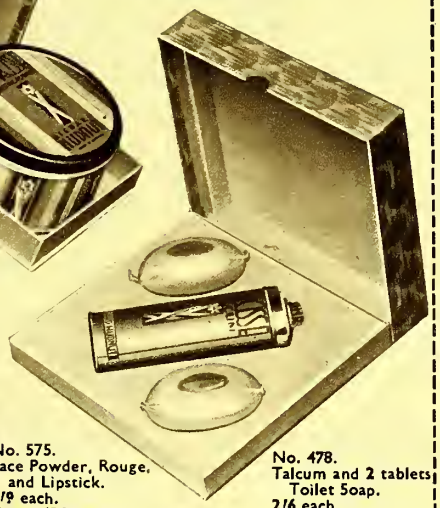


No. 254.
Toilet Soap.
2/3 per box.
19/6 per doz. boxes.

No. 311.
Face Powder and Vanishing Cream.
3/3 each. Trade 28/- dozen.

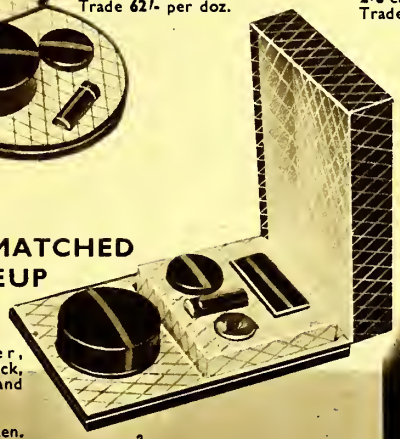
NARCISSE

No. 375A.
Dusting Powder.
4/6 each.
Trade 39/- per doz.



No. 478.
Talcum and 2 tablets Toilet Soap.
2/6 each.
Trade 21/6 per doz.

No. 575.
Face Powder, Rouge, and Lipstick.
7/9 each.
Trade 62/- per doz.



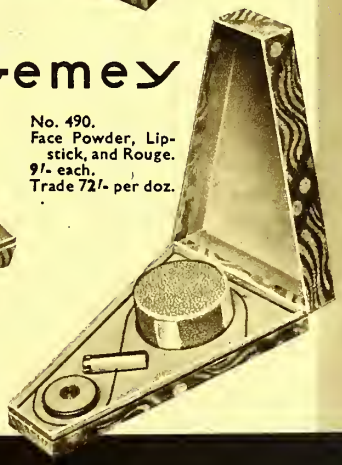
EYE-MATCHED MAKEUP

No. 578.
Face Powder, Rouge, Lipstick, Eye-Shadow, and Mascara.
12/6 each.
Trade 100/- dozen.

No. 489.
Face Powder and Vanishing Cream.
6/- each.
Trade 48/- dozen.

Gemey

No. 492.
Talcum and 2 tablets Toilet Soap.
3/2 each.
Trade 25/4 per dozen.



No. 490.
Face Powder, Lipstick, and Rouge.
9/- each.
Trade 72/- per doz.

Seasonable Gifts of Distinctive Design

by **RICHARD HUDNUT LTD.**

Power Road, Chiswick, London, W.4

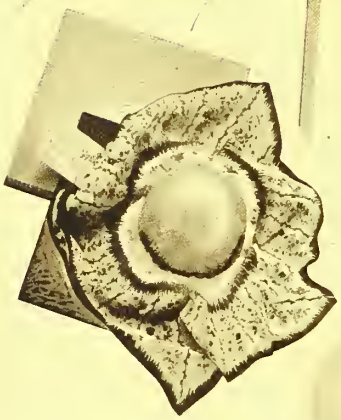
Tel: Chiswick 4191 'Grams: Hudnut, London

"NERISSA" REGD.

Swansdown

POWDER PUFFS *in New Presentation Packings . . .*

HANDKERCHIEF PUFF on individual card Display Stand—stands free with all orders. On left, transparent front individual packing for Hanky Puffs.



HANDKERCHIEF PUFF in attractive Shagreen - finish Gift Box.

This White-enamelled DISPLAY STAND for six Hanky Puffs is given FREE with orders value £2.10.0 and over.

Very attractive Shagreen-finish individual BOXES, with transparent dust-protecting cover under lid, for Bowl Puffs.

Below, a THREE - PIECE PRESENTATION SET (P1117T), Hanky Puff, Telescopic Back Puff, and Bowl Puff.

P66H.N. A SHOWBOX of eight assorted Harlequin - tinted BOWL PUFFS.

Dainty Two-piece PRESENTATION GIFT SET (P1501T).

(a) P1194.
Two modern designs for BACK PUFFS :
(b) P1193.

SOLPORT BROTHERS LIMITED
184-192 Goswell Road, London, E.C.1.
'Phone : Clerkenwell 9211 (3 lines)

FULLY ILLUSTRATED PRICE LIST SENT DIRECT ON REQUEST ; THEN PLACE YOUR ORDER THROUGH YOUR USUAL WHOLESALERS

Roll on Christmas—

COTY is ready!

ILLUSTRATED

6 of the 40 Coty Christmas Gifts; for descriptions refer to numbers in catalogue.

For months Coty has planned for the next 13 weeks.

40 new gift presentations have been created—more beautiful than ever before. For the information of yourself and your customers, an elegant photographic catalogue has been produced. Special advertisements featuring the slogan "Make it a Coty Christmas" are booked to appear in large circulation national dailies, high-class weeklies and women's magazines.

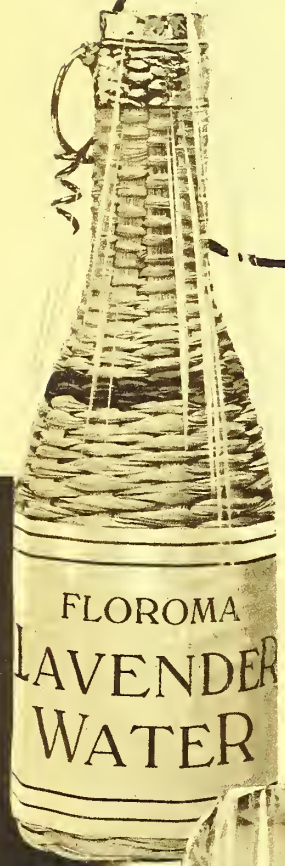
Now Coty is ready. Will you co-operate to make this a record Christmas for you and for them? You can help in two ways:

1. Send for a copy of the catalogue if you have not yet received one, and keep it on your counter where customers can see it.
2. Link up with the extensive advertising support by displaying Coty Christmas Gifts prominently.

COTY Limited, 2 New Bond Street, W.1

MAKE IT A COTY CHRISTMAS

Arnaud's Perfumery



No. 215.
Rptd ¼ pt.
1/- each.

No. 113. 7/6 doz.

No. 112. 10/- doz.

POLISHED CUT GLASS BOTTLE IN HANDSOME CASE.

No. 103. 4/6 each.

No. 111. 16/- doz.

No. 317.
½pt: 1/2 each.

POTTER &

60-64 ARTILLERY LANE, LONDON E.I.

Phone: Bishopsgate 4761 (5 lines). Grams: Horehound Phone London.

No. 3. 16/- doz.
(SQUARE)

No. 6. 30/- doz.

Pot pourri

No. 3. 16/- doz.
(OCTAGONAL)

No. 2. 13/- doz.

No. 4. 21/- doz.

CLARKE LTD.

77 DANTZIG STREET, MANCHESTER

Phone: Blackfriars 8734. Grams: Horehound Manchester

Attractive Potteries

RT.48 GLASS JUG
in Carton. Selling at 2/-

RT.55 TOBY JUG
in Carton. Selling at 5/-

RT.53
POPPY VASE
In Carton.
Selling at 4/-

RT.61
RING VASE
Selling at 7/6

RT.51 GALLEON VASE
in Carton. Selling at 3/-

RT.78
DECANTER in Carton.
Selling at 3/-

RT.74
DECANTER in Carton.
Selling at 2/6

RT.72
DECANTER in Carton. Selling at 2/-

& Decanters at popular prices

WELL WITHIN THE REACH OF THE MOST MODERATE PURSE, AND SHOWING THE FULL 33⅓% DISCOUNT FOR THE CHEMIST

WE ALSO RUN AN ATTRACTIVE RANGE OF MODERATELY PRICED GIFT SETS (list on application)

Cussons'

KERSAL VALE · MANCHESTER 7

Max Factor

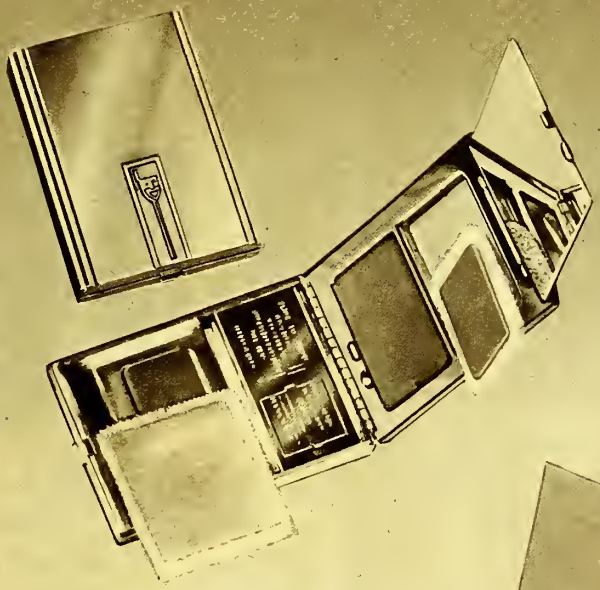
HOLLYWOOD & LONDON

Cosmetics of the Stars

Guinea Make-up Set.
Retail **21/-**
(Set No. 4)

Face Powder Gift Box.
Retail **4/6**
(Set No. 1)

MYRNA LOY
M.G.M. Star

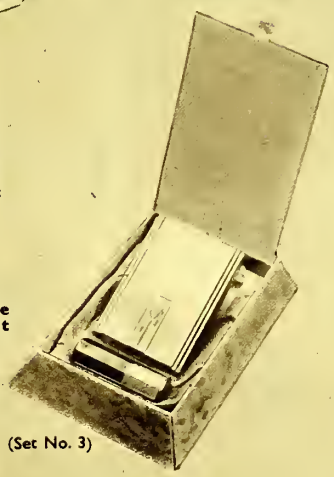


Colour Harmony Presentation Case
Retail **11/6**
(Set No. 2)

Complete Make-up Presentation Set.
Retail **45/-**
(Set No. 6)

Vanity Presentation Set combines Powder and Rouge. A delightful Gift Compact.
Retail **8/-**

Vanity Presentation Case contains Beautiful Gilt Compact and Lipstick.
Retail **12/6**



(Set No. 3)

Hollywood Make-up Presentation Case.
Retail **29/-**
(Set No. 5)

Max Factor, Hollywood & London (Sales) Ltd.

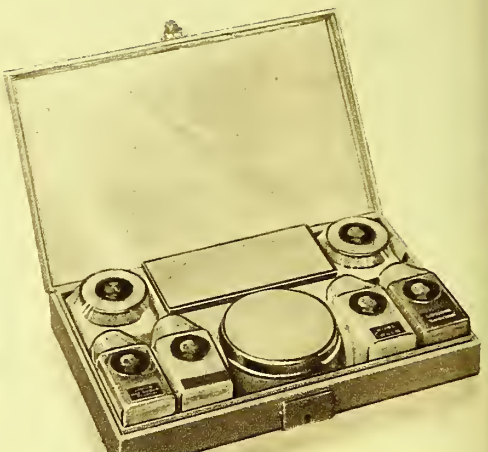
16 Old Bond Street, London, W.1.

REGENT 6720 (6 lines).

Ultra Modern Beauty Case Sets

7599/1. SHIRLEY Beauty Set containing Face Cream, Vanishing Cream, Liquid Day Cream, Cleansing Milk, Skin Food, 169 Cream. *Retail* 12/6
ENAMELLED CASE in Eau de Nil.

7599/2. JANET Beauty Set containing 169 Cream, Skin Food, Liquid Day Cream, Hand Cream, Cleansing Milk, Face Cream, Vanishing Cream. *Retail* 25/-
ENAMELLED CASE with mirror.



7599/3. GRETA Beauty Set containing Face Cream, Vanishing Cream, 169 Cream, Skin Food, Face Powder, Cleansing Milk, Liquid Day Cream, Rose Balm, Hand Cream. *Retail* 47/6
ENAMELLED CASE with lock and key.

7599/5. MARLENE Beauty Set containing Skin Food, 169 Cream, Cleansing Milk, Face Cream, Powder Incarnat, Hand Cream, Liquid Day Cream. *Retail* 42/-
LINEN COVERED TRAVELLING CASE.

Gladys Cooper's

7599/4. CLAUDETTE Beauty Set containing 169 Cream, Skin Food, Face Cream, Vanishing Cream, Liquid Day Cream, Cleansing Milk, Face Powder. *Retail* 45/-
HANDBAG STYLE.

ORIGINAL

Beauty Preparations

Now produced in the laboratories of Charles MIDGLEY Ltd. Manchester

Distributed by EVANS SONS LESCHER & WEBB LTD. LIVERPOOL & LONDON

CALOX

REGISTERED TRADE MARK

THE OXYGEN TOOTH POWDER

CONSUMERS ARE CALLING FOR CALOX

Display prominently on counter and in window for your share of this profitable business. Buy on bonus terms. You are being supported by National Advertising which is continually creating new and regular users. A dentifrice to recommend with confidence.

TRADE TERMS FOR CALOX

HANDY SIZE.....**8/-** Dozen.....Retails at **1/-** P.A.T.A.
FAMILY SIZE.....**16/-** ,, ... ,, ,, **2/-** ,,

13 to the dozen for Counter or Window Display.

3 DOZEN LOTS LESS 2½% 6 DOZEN LOTS LESS 5%

**SHAVAMI is another splendid line — a Brushless Shaving Cream which is gaining in popularity on its merits*

McKESSON & ROBBINS LTD

'Grams: McKESSON Cannon, London

ASSOCIATED WITH McKESSON & ROBBINS INC., BRIDGEPORT, CONN., U.S.A.

EAGLE HOUSE, 90-96 CANNON ST., LONDON, E.C.4.

'Phone: MANSION HOU 1751/2

SAVILLE'S ★ ★ ★

CHRISTMAS PROGRAMME 1937 IS DIFFERENT

INSTEAD OF the conventional coffrets, we bring you a galaxy of new ideas—intriguing novelties—ultra-modern presentation packs—irresistible to those in search of something new to solve their Christmas Gift problem. ★

MISCHIEF

STANDARD SIZES of both "MISCHIEF" and "JUNE" Perfumes are now enclosed in gaily designed cartons for Christmas-giving. Space for message on back of carton. Removal of cellophane and carton reveals standard pack for normal stock. No extra charges for this special packing.

June

★ MISCHIEF

Retail	3/-	Per doz.	24/-
,,	5/6	,,	44/-
,,	12/6	,,	100/-

★ JUNE

Retail	2/6	Per doz.	20/-
,,	4/6	,,	36/-
,,	7/6	,,	60/-

AND of course small 1/3 sizes, although not specially packed for Christmas, will enjoy as big a demand as ever.

Retail 1/3 Per doz. 10/-

SAVILLE PERFUMERY LIMITED

No Woman can resist

MISCHIEF

in its wonderful new

"evening dress"

Specially created for presentation purposes, it will appeal instantly to every feminine eye, and to every male eye in search of a gift for a pretty woman!
Jet black ultra-modern flask embellished with brilliantly polished metal cap and base, set as befits so great a treasure, amidst the dazzle of white silk in the most original casket ever offered.

In 4 sizes—	C.1.	Retail 7/6	Per doz.	60/-
	C.2.	,, 10/6	,,	84/-
★	C.3.	,, 15/-	,,	120/-
	C 4.	,, 21/-	,,	168/-

A staggering success

Although introduced for the Christmas trade, "MISCHIEF" Perfume in the new Top Hat container has already proved the quickest-selling perfume novelty of all time.

A special size bottle of "MISCHIEF" Perfume in an intriguing 'Tiny Topper' which can afterwards be used as an ash-tray. Packed in realistic oval 'hat-box' container.

★ Retail 1/9 Per dozen 14/-

ANOTHER BRILLIANT IDEA

June

CHRISTMAS CRACKERS

DELIGHTFUL miniature Crackers moulded in six brilliant colours packed in gaily decorated boxes of ½ dozen. "Pulls" just like a real cracker to disclose a seasonable verse and one dram bottle of the famous "JUNE" Perfume.

◆

Retail 7/6 per box of ½ dozen or 1/3 each. Per doz. singles 10/-

MISCHIEF

evening dress

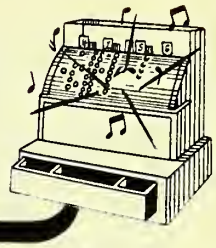
BOTTLE AND SPRAY
in black and silver silk-lined cases

	S.1.	Retail 10/6	Per doz.	84/-
	S.2.	,, 13/6	,,	108/-
★	S.3.	,, 18/6	,,	148/-
	S.4.	,, 25/-	,,	200/-

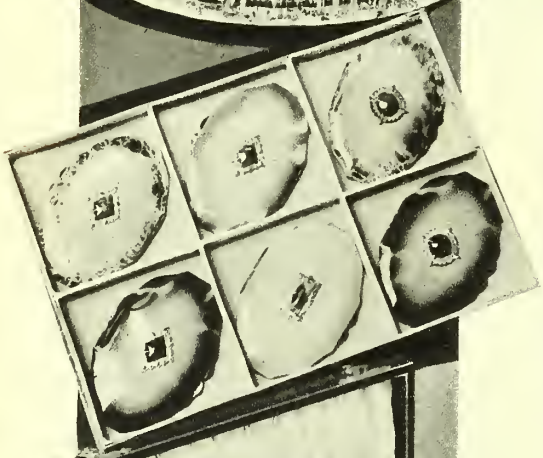
● **Stocks are limited. To ensure prompt delivery, please send your order NOW.**

WATFORD, HERTS

Cash-register music



from MAWDSLEY LINES



Mr. Chemist.

IF you wish to make profit with prestige, on this Winter's sundries, we do feel that you ought to see our range. Not for a moment do we suggest that you should immediately transfer your whole account to us—that is a matter for your own decision—but we are very confident that if you saw what we had to offer, a share of your business would follow as a natural outcome.

Nowhere else can you get, in addition to the excellence of our 'bread and butter' lines, such outstanding quality, such novelty and freshness of appeal, combined with prices which will enable you to get a really good margin of profit.

CUT GLASS

There is an ever-increasing demand for Cut Glass and our range this year includes over 50 pieces many of which are entirely new.

The above is No. 481/8 Cocktail Set. 8 pieces 25/-. Every piece individually worked, a credit to the Glasscutter's Art—a thing of beauty.

FLAPJACKS

Style O.V.M. with Marquisite Setting in 5 Artistic Shades of Rich Cellulosed Enamel. 20/- doz.

One of the many winners from our remarkable range of New Season's Flapjacks. A wide and varied choice of over 40 varieties from 4/- to 48/- dozen in stock. Display boxes free. Sample selection sent willingly.

HAIR BRUSH SETS

Chrome, Chrome and Enamel, Silver Deposit, and Enamel, H.M. Silver, H.M. Silver and Enamel Hair Brush Sets, tastefully cased, stocked in all modern styles. The illustration above is No. 1974. Engine Turned Chrome with a Centre Design in Colour. 4 pieces in beautifully lined case. 28/4d.

"ASMOLIN"

This is the most profitable Asthma Cure on the market. It shows an "Own Name" profit and yet is advertised on the London buses and in the Northern Daily Press.

For Chemists only.

If you are not able to visit our showrooms at Manchester, Bolton, Preston or Liverpool, please don't hesitate to drop a card to Mawdsleys of Manchester. It will pay you.

D. MAWDSLEY & Co — **2 RIGA STREET MANCHESTER 4.**

More than ever a VINOLIA Christmas!

This year's Vinolia Gift Caskets — a finer range than ever — will be

NATIONALLY ADVERTISED

in special advertisements appearing in

THE RADIO TIMES

DAILY MAIL - DAILY EXPRESS

DAILY MIRROR - DAILY SKETCH

Buyers will be seeking out the shops with Vinolia displays. Order early and see that your Vinolia Christmas packs are prominently shown — and in good time, too. Their display value alone entitles them to the best positions in your shop.

Details gladly sent on request to the leading wholesalers, or to

VINOLIA Co., Ltd., BEBINGTON, WIRRAL, CHES.

V.T.154/551

1937 PRESENTATION

For Ladies

POTTER & MOORE LTD.

CHRISTMAS COFFRETS

A REPRESENTATIVE selection of our 1937 Christmas Coffrets is here illustrated.

The full range of nearly 100 sets will be on display at our Stands, Nos. 6 to 10, Block D, at the forthcoming Chemists' Exhibition, where we shall have pleasure in welcoming our friends.

We can sincerely claim that both in artistry and genuine value we have surpassed any previous presentation.

For Men

B.82

B.74

B.84

B.89

B.76

Serial Number.	Contents.	Retail Price each
B.5.	No. 195 Powder Cream No. 37 Lavender Water	1/6½
B.14.	No. 195 Powder Cream No. 402 Lavender Water	1/11
B.16.	No. 37 Lavender Water No. 195 Powder Cream No. 109 Talcum Powder	2/6

THE HOUSE OF QUALITY

B.45.	No. 912 Bath Crystals No. 862 Lavender Water No. 195 Powder Cream	3/9
B.53.	No. 109 Talcum Powder No. 148 Bath Crystals (New Mauve) No. 862 Lavender Water No. 195 Powder Cream	5/-
B.63.	No. 946 Lavender Water Spray...	7/6
B.69.	No. 946 Lavender Water No. 945 Talcum Powder Spray...	10/6
B.74.	No. 595 Brilliantine, Shaving Stick, New Brush	2/9
B.76.	No. 554 Shaving Stick ... No. 737 Lavender Oil, Shaving Brush ...	3/9
B.82.	No. 510 Shaving Casket No. 595 Lavender Brilliantine, Brush	4/9
B.84.	No. 538 Shaving Bowl, Razor	5/-
B.89.	No. 121 Lavender Brilliantine No. 510 Shaving Casket, Razor, Brush ...	10/6

LAVENDER HOUSE, E.10.

Attractive Containers . . . OF SPARKLING FINISH TO ENHANCE YOUR XMAS TRADE

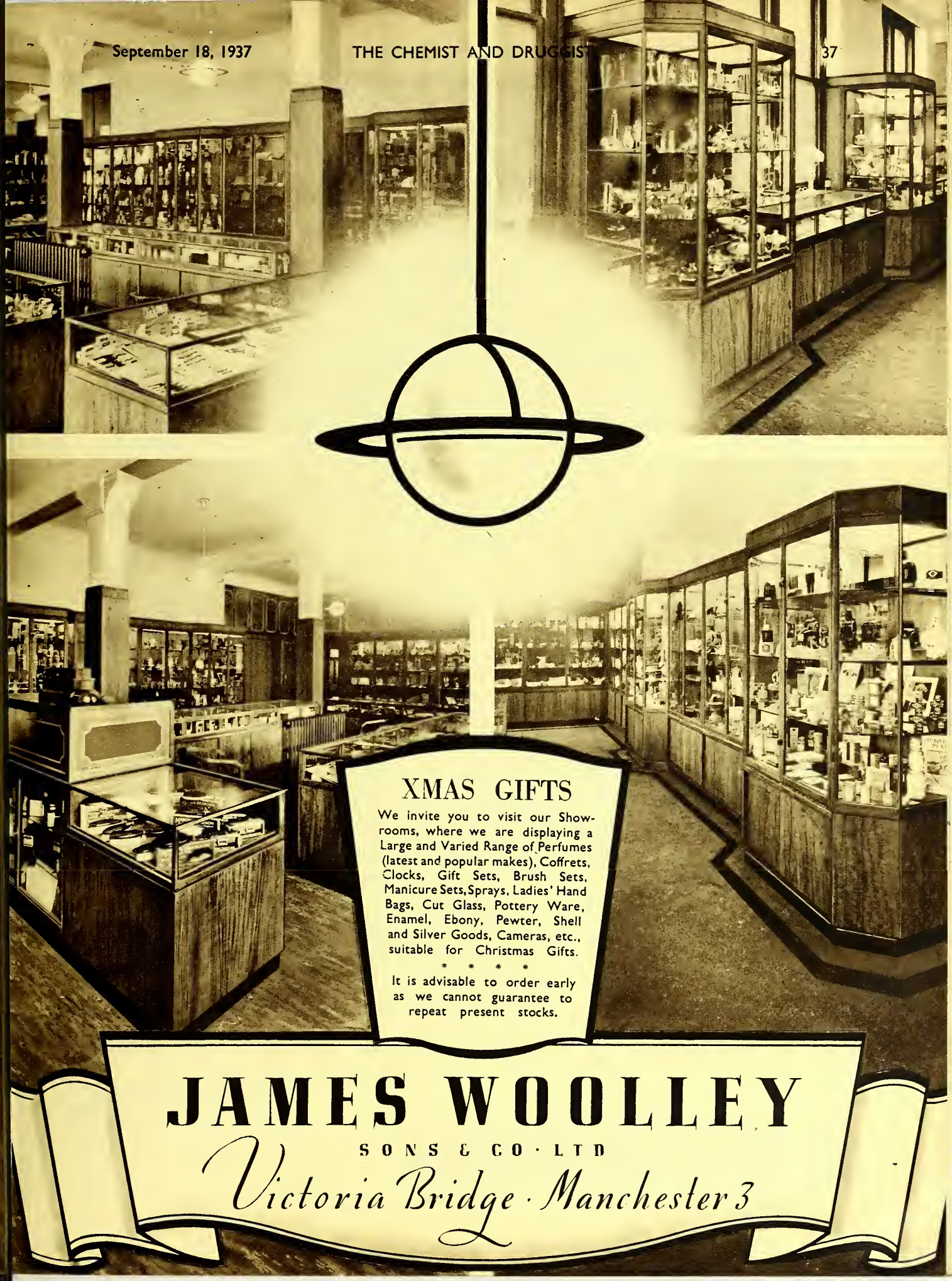
Clean, sparkling well-finished bottles which make all the difference to your finished product — our prices are distinctly interesting. Hand or machine made for cork, sprinkler or screw neck. An immense range of moulds is at your disposal.

Wholesale and Export only

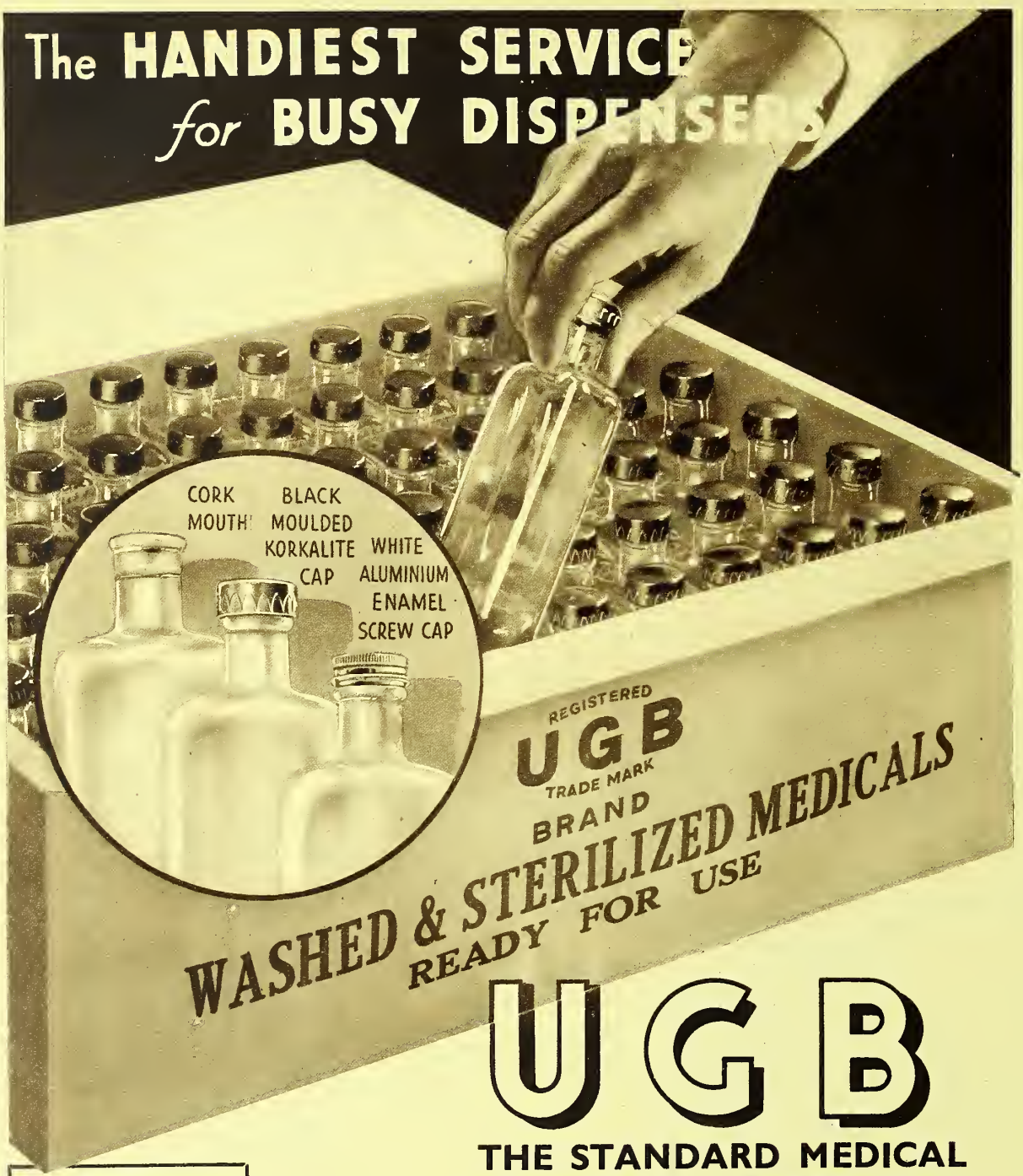
LAX & SHAW LTD.

Regd. Office: Albert Glass Works, Hunslet, Leeds, 10. 3 Factories: Albert, Clarence & Donisthorpe.

Phone: 21568 (2 lines) · Grams: "Feeders', 'Phone," Leeds


XMAS GIFTS
We invite you to visit our Showrooms, where we are displaying a Large and Varied Range of Perfumes (latest and popular makes), Coffrets, Clocks, Gift Sets, Brush Sets, Manicure Sets, Sprays, Ladies' Hand Bags, Cut Glass, Pottery Ware, Enamel, Ebony, Pewter, Shell and Silver Goods, Cameras, etc., suitable for Christmas Gifts.
* * * *
It is advisable to order early as we cannot guarantee to repeat present stocks.
JAMES WOOLLEY
SONS & CO · LTD
Victoria Bridge · Manchester 3

The HANDIEST SERVICE *for* BUSY DISPENSERS



UGB

THE STANDARD MEDICAL BOTTLE for DISPENSING

The U.G.B. Washed and Sterilized Dispensing Bottle Service has stood the test of years and still remains the best value and most labour-saving for dispensers.

Every bottle, whether cork mouth or for screw cap, passes through boiling distilled water, then dried with super-heated filtered air.

Packed in Sealed Non-Returnable Standardized Fibre Cartons in the following quantities only:

1 oz.	Packed	2 gross	per case.
2 oz.	,,	1½ ,,	,,
3 oz.	,,	1 ,,	,,
4 oz.	,,	1 ,,	,,
6 oz.	,,	6 dozen	,,
8 oz.	,,	6 ,,	,,
10 oz.	,,	4 ,,	,,
12 oz.	,,	4 ,,	,,
16 oz.	,,	4 ,,	,,
20 oz.	,,	3 ,,	,,

IMPROVED SERVICE All screw caps are now fitted with RESISTOL-faced liners

UNITED GLASS BOTTLE MANUFACTURERS LIMITED

The Largest Manufacturers of Glass Bottles in Europe

40/43 NORFOLK ST., STRAND, LONDON, W.C.2

Telephone: TEMple Bar 6680 (10 lines)
Telegrams: "Unglabaman, Estrand, London."

RADIATE CHARM

THESE new registered designs of Opal Pots and Bottles for toilet preparations, complete with moulded Korkalite closures, are examples of the work of U.G.B. expert designers—

CREATIONS WITH APPEAL AND CHARM

yet within the requirements of modern automatic machine glass container manufacture.

We welcome the opportunity of assisting you in your packaging problems by evolving new and attractive designs such as are portrayed on this page.

THE PERFECT PAIR

BOTTLE & CLOSURE by

UNITED GLASS BOTTLE MANUFACTURERS LIMITED

40-43 NORFOLK STREET, STRAND
LONDON, W.C.2

Telephone: Temple Bar 6680 (10 lines)
Telegrams: "Unglaboman. Estrand, London."

Where we hope to meet you next week!

STANDS A11—12
CHEMISTS' EXHIBITION
ROYAL ALBERT HALL
KENSINGTON

BURGOYNE BURBIDGES & CO. LTD
LONDON E.6. EST. 1741.

Christmas Suggestions *for* Rexall Chemists

Lorie

A delightful new series containing Bath Crystals, Bath Coffrets, Bath Foam, and Dusting Powder, in artistic packages. Packed in a novel cloth and metal covering which renders the packet damp-proof in the bathroom.

Flapjack Display Stand

Free with £4 order

Made of wood, suitably painted in neutral buff shade and of exclusive design.

Assortment of Flapjacks is artistic and unique and contains many new patterns and shapes.

Write for full particulars of Rexall Exclusive Agency to

UNITED DRUG
COMPANY LIMITED
NOTTINGHAM

B B

SELL
WARDONIA
RAZORS & BLADES

The Demand is Increasing Get YOUR Share NOW

The 'Pilot' Ivory Set as above. Razor and 4 Blades. Retails 2/6.
WARDONIA BLADES retail at 4 for 1/- and 10 for 2/6.
ORDER NOW

THE NEW WARDONIA BARREL HOLE BLADE

THOMAS WARD & SONS LTD.
WARDONIA WORKS, SHEFFIELD.1

Display these

SALTER

PERSONAL WEIGHERS AS PRACTICAL XMAS GIFTS

THE "GROSVENOR"

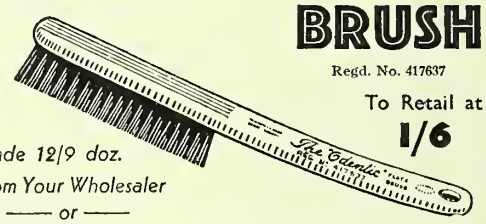
SELL with confidence a machine made in England by a firm whose reliability has been unquestioned for 176 years. There are several models and helpful window displays. Send for further details.

GEO. SALTER & CO. LTD.
DEPT. (C.4) WEST BROMWICH

EMBOSSED
SEALS,
LABELS
AND
PRICING
TICKETS

JAMES TOWNSEND
AND SONS
EXETER
London Office: 29, Farringdon Street, E.C. 4.

"ODENTIC" PLATE BRUSH



Regd. No. 417637

To Retail at **1/6**

Trade 12/9 doz.
From Your Wholesaler
— or —
W. R. SPEER & SON,
215 Dalston Lane,
London, E.8 (EST. 100 YEARS)

Make your own **SHOWCARDS, PRICE TICKETS,** &c. with the

'UNO'
PEN STENCIL OUTFIT

Send for full particulars of this inexpensive but useful outfit

"UNO" PEN STENCILS

A. WEST & PARTNERS
91 PETTY FRANCE, WESTMINSTER, S.W.1

BIG Profits, Quick Returns

(Below)

WINGS OF SLEEP

A popular bottle, obtainable in Blue, Green or Cherry. Packed in transparent envelope. With or without handle.

'FERN' Pattern

Supplied only to Chemists

UNIQUE

A fabric bottle with the greatest reputation in the world for real wear. In drab or red. Packed in envelope.

Size	Retail	Trade
6 x 10	4/11	3/3
8 x 10	5/6	3/8
8 x 12	5/11	3/11½
10 x 12	6/11	4/7½

On the P.A.T.A. List

(Right)

SUPER

A strong bottle obtainable in Blue, Green or Cherry. Packed in transparent envelope.

Retail Price - - 3/11 each
Trade Price - - 2/6 each
On the P.A.T.A. List

EDINA

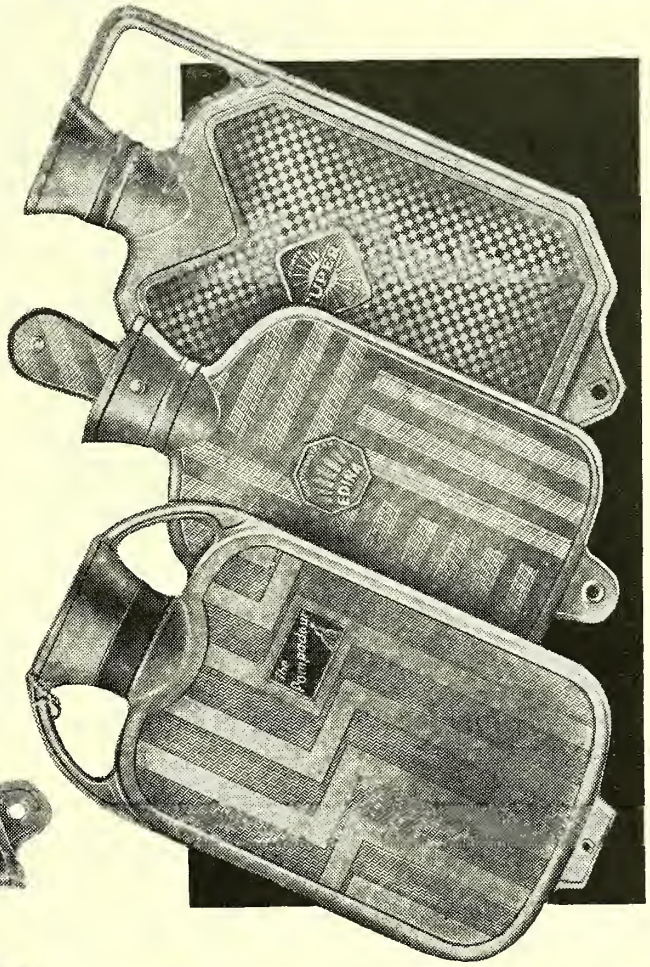
The extension on the filler acts as a handle when filling or when buttoned over as a protection to the feet. Obtainable in Blue, Green or Cherry. In transparent envelope.

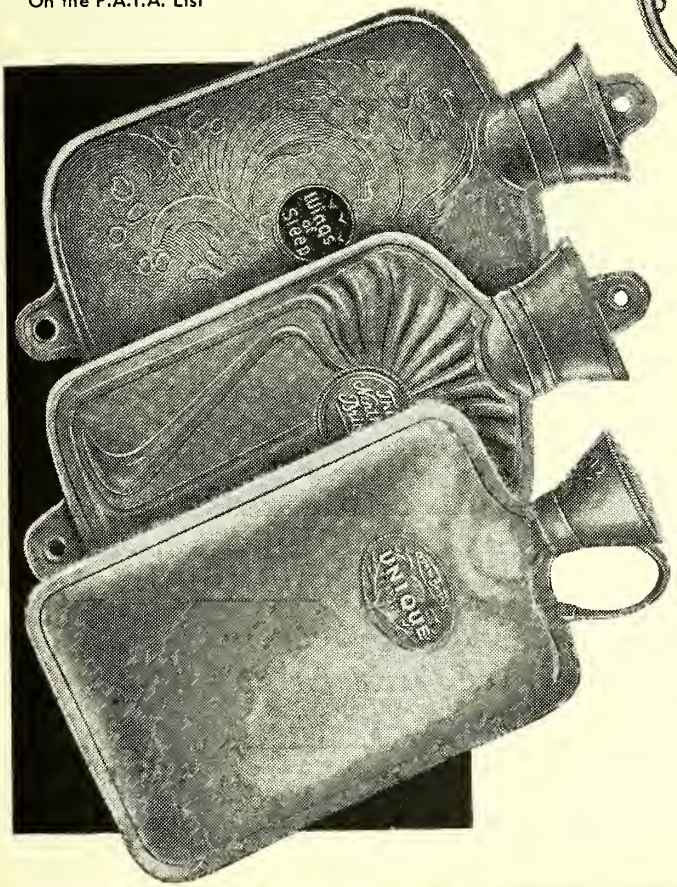
Retail Price - 2/11 each
Trade Price - 1/11¼ each
On the P.A.T.A. List

POMPADOUR

A new de luxe bottle, obtainable in Blue, Green or Red. Packed singly in decorated box.

Retail Price - - 4/11 each
Trade Price - - 3/4 each
On the P.A.T.A. List





ORDER FROM YOUR WHOLESALER

NORTH BRITISH

HOT WATER BOTTLES

Head Office & Factories: Castle Mills, Edinburgh, 3

BELFAST: 49 Chichester Street. **BIRMINGHAM, 3:** 159 Great Charles Street. **BRISTOL 1:** 101/102 St. Thomas Street. **COVENTRY:** 9a Lower Ford Street. **EDINBURGH 2:** 45 Hanover Street. **GLASGOW C. 1:** 400e Cathedral Street. **LEEDS 1:** Albrechts' Bdgs, Woodhouse Lane. **LEICESTER:** 40 Nelson Street, London Road. **LONDON, W.1.:** 204/8 Tottenham Court Road. **MANCHESTER, 1:** 69 Piccadilly.

MADE IN EDINBURGH BY THE NORTH BRITISH RUBBER CO LTD

Samaritan !

Bonus Scheme Continues

40% profit for you

if you take advantage of our

1937 BONUS OFFER

Still no increase in price!

Retail Selling Price

3d.

per roll

Quality Maintained

Apply for details to the Manufacturers:- St. Andrew Mills, Ltd., London, E.17

86a

"HERNICURA" TRUSSES

(REGISTERED NO. 254807)

AND SURGICAL APPLIANCES

WE ARE SOLE PROPRIETORS
(Infringers will be prosecuted)
WILL BUILD UP YOUR TRUSS TRADE
DISTRICT SOLE RIGHTS GIVEN

Send for Illustrated Wholesale Price List

JEFFERSON & SON

"HERNICURA" TRUSS AND SURGICAL APPLIANCE SERVICE

ETON RD., WOOLWICH, LONDON, S.E.18 PHONE: WOOLWICH 0607

Elastoplast

TRADE MARK BRAND

BANDAGES & DRESSINGS

Prescribed by the Medical Profession

T. J. SMITH & NEPHEW, Ltd. NEPTUNE ST., HULL

COTTON WOOL...

Qualities for all purposes. Coloured for Bacteriological work. Non-Absorbent. Medicated, etc.

ABSORBENT LINT. Plain and Boric Lint, Medicated Lint, etc.

BANDAGES. White Open Wove, Grey, Flannel, Domette, Calico, Crepe, etc.

ABSORBENT GAUZE. Of all qualities, Plain and Medicated.

FIRST AID. First Aid Dressings, First Aid Cabinets, Sundries, Standard Dressings, etc.

- *Samples and Prices of any of our manufactures will be gladly supplied on request.*
- *Our manufactures can be inspected in the Medical Section of British Industries House.*

ROBERT BAILEY & SON LTD.,

SURGICAL DRESSING MANUFACTURERS

Dysart St., Great Moor, Stockport, Cheshire. 'Phone: Great Moor 3006 (2 lines) 'Grams: "Undisputed, Stockport"

Sentinel House, Southampton Row, London, W.C.1 'Grams: "Undisputed, Ofiservis, Westcent, London"

You can sell

STERICREPE

—the Modern Bandage

FOR EVERY BANDAGE PURPOSE

STERICREPE bandages and finger dressings are self-adhesive but do not stick to skin or hair. No pinning, no tying. Porous and will not clog the pores of the skin. Easy to fix. Painless to remove. Mould themselves to any contour of the limbs. Waterproof, washable.

Generous discounts to chemists. Attractive display matter available. Stocked by all leading wholesalers.

SEE OUR STAND AT THE CHEMISTS' EXHIBITION

Sole Distributors for

Stericrepe Corporation

BEACON & JANIS LTD.
Victoria House, Southampton Row, W.C.1

THE

"MATER"

CLINICAL REGD.

The position of the Mercury column is at once perfectly plain. Red markings above 99.4.

ALL TYPES OF CLINICAL AND OTHER THERMOMETERS

PERKEN, SON & CO. LTD.

(ESTABLISHED 1852)

Price List on Application.—

94 HATTON GARDEN, LONDON, E.C.1

Telephone: 0724 Holborn

Telegrams: "Optimus, Smith, London."

Reliance

Reliance

"BRITISH WARM"

A SEAMLESS MOULDED HOT WATER BOTTLE WITH A PEDIGREE

MADE BY THE ORIGINAL MANUFACTURERS OF BRITISH SEAMLESS BOTTLES

EXTRA LARGE SIZE AND HEAVY WEIGHT WITH SIDE HANDLE

SUPPLIED IN A 3-COLOUR DISPLAY CARTON AND FULLY GUARANTEED

RETAIL **3/11** EACH

YOUR USUAL WHOLESALER WILL SUPPLY

PLEASE WRITE FOR LIST AND SAMPLES OF SEAMLESS MOULDED HOT WATER BOTTLES TO RETAIL FROM 1/11 EACH

RELIANCE RUBBER Co., Ltd.

CREMORNE WORKS

LOTS ROAD, LONDON, S.W. 10

Telephone: FLAXMAN 6200 & 4263

The Best Plaster—in the Best Pack

3 POINT PACK

WATERPROOF
DUSTPROOF
AIRTIGHT

Here is a Zinc Oxide plaster in a unique and dependable pack. In its Moulded Containers, it is WATERPROOF, DUSTPROOF and AIRTIGHT. There is nothing else like it on the market. The plaster is Taylor's finest quality . . . 1 yard of ½ in. or 1 in. widths, flesh cloth.

DOUBLE-SIDED DISPLAY

BULLDOG

BRAND **ADHESIVE PLASTER** REGD

The new Screen Display will help you make rapid sales. It is double-sided, an ideal counter piece. It cannot be missed by your customers, and reminds them of a constant need — adhesive plaster kept absolutely clean in an airtight container.

1" size @ 2/6 per doz.
Retailing at 4½d. each.
½" size @ 1/8 per doz.
Retailing @ 3d. each.

Each doz. in Screen Display Stand.

CHEMISTS EXHIBITION
STAND No. 29 - Block C

Obtainable from all Wholesale Houses.

EDWARD TAYLOR LTD., MONTON, LANCASHIRE

T.B.72

"SURCO"

RELIABLE

ELASTIC HOSIERY

SEAMED & SEAMLESS

For special garments to measure we maintain a 24 hour service.

:: BODY BELTS ::
TRUSSES :: SUNDRIES

Permit us to quote you

SURGICAL HOSIERY CO. LTD.
Russell Street :: NOTTINGHAM
Telephone No.: 75903. Telegrams: SURGICAL, NOTTM.

To BUYERS of TRUSSES!

The most complete up-to-date facilities for the manufacture of **RUPTURE APPLIANCES** of every known **English and American** pattern are operating at
BLACK BULL WORKS,
MARKET ROAD, LONDON, N.7

Hard Rubber, Celluloid, Leather and Mole
Covered and Elastic Band Trusses, under the

"MASTER" BRAND TRADE MARK

are sold in all Markets of the World.

"KO-RALLIUM." A new flexile covering for Steel Springs, is immune from Warping, Cracking, Shrinking or Peeling, Non-Inflammable, Impervious to Moisture, Neutral to URIC ACID Secretions.
Supersedes Hard Rubber or Celluloid.
Get to know of this. **It is Something Different!**

Suspensory Bandages and Jock Straps
We offer distinctive lines of outstanding value. Our weaving sheds allow of all intermediate profits being passed to our customers.
Write for sample range at Special Rate, then compare.

F. SCHUTZE & CO., LTD.
Black Bull Works, Market Road, London, N.7

GO ON SELLING SELKA

Selka

THE FINEST AND MOST RELIABLE RUBBER PROTECTIVES

By stocking SELKA you give good service to your clients and you share the benefit of a highly recommended article.

TRANSPARENT · OPAQUE · IVORY LATEX · ETC. All hot vulcanized tropicproof. Very attractive and discreet display matter supplied.

Write for FREE SAMPLES of SELKA and PRICE LIST.

List also includes ***Hot Water Bottles,*** *Enemas, Whirling Sprays, Gloves, Finger Stalls, Hot Vulcanized Washable Sheaths in very attractive Cellophaned Boxes, &c., and Loose Goods.*

SELKA LTD., 109 CHARLOTTE ST., LONDON, W.1.

GRAMS "MILOKADO RATH LONDON" PHONE: MUSEUM 9143

"MOSANS"

Non-Greasy, Odourless

QUININE PESSARIES

15/-
per dozen boxes

ORDER THROUGH ANY WHOLESALER
or from

MOSANS LABORATORIES 15 ELMCOURT ROAD, S.E.27

Agents for South Africa: THE MONSOL DISTRIBUTING Co., 16 STANDARD BANK CHAMBERS, JOHANNESBURG.

Prentif

THE NAME BEHIND THE APPROVED CONTRACEPTIVE PRODUCTS

"Prentif" Non-greasy Gelatine Suppositories and the smaller "Prensols," the approved chemical contraceptives for use with any mechanical appliance. Maximum spermicidal power, accurate melting point and many other improvements make these Suppositories the best obtainable. Very generous Trade Terms.

"Prentif" Condoms and Sheaths are supplied in dated packings. Out-of-date goods are exchanged without deductions. Stocks are always fresh and losses entirely avoided.

Particulars, Prices and Samples from:

PRENTIF LIMITED

Long's Court, St. Martin's St., London, W.C.2

Telephone: WHItehall 9270.

CHEMISTS' EXHIBITION 1937

Do not fail to visit our Stand No. 2, Block D

"Prentif" Products are entirely British made and the retail sale is strictly confined to Chemists.

DOLPHIN
MADE IN ENGLAND
GUARANTEED

★
HOT WATER BOTTLES

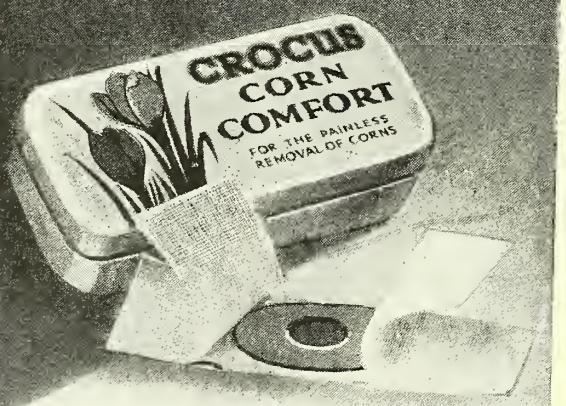
BEST QUALITY
ATTRACTIVE DESIGNS
COMPETITIVE PRICES

Obtainable from your Wholesaler

THE
CANNON RUBBER MANUFACTURERS LTD.
CANNON WORKS · 5A WELBOURNE RD · TOTTENHAM
17

ARTHUR BERTON LTD
"BRITANNIA HOUSE"
256-260 OLD STREET, LONDON, E.C.1
have been, for over
75 years,
Specialists in the manufacture of
SURGICAL DRESSINGS

A New Line in Corn Plasters
'CROCUS'
CORN COMFORT



Ask for details of our Special Offer

ATTRACTIVELY PACKED
IN DECORATED TIN BOXES
CONTAINING 6 PLASTERS
OBTAINABLE FROM YOUR
USUAL WHOLESALER

LIBERAL TERMS

W. MATHER LTD.
MANCHESTER

Southalls
'ORIGINAL'
'CELTEX' SOLUBLE
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Santowels

FROM YOUR
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BOOKS MEDICAL, PHARMACEUTICAL, OPTICAL & GENERAL SCIENTIFIC
Also Botanical Specimens, Micro-Slides, **second-hand** and new, for sale or on loan. Write for catalogue and quotation specifying requirements to
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CONTRACEPTIVES
We have been supplying Contraceptives of all kinds now for over **30 years** and our well-known **Safeguard & Empire** Brands are still as popular as ever. THESE FACTS SPEAK FOR THEMSELVES and prove the confidence we have secured which is the fundamental principle in selling these goods.
All our Brands are guaranteed to be of the finest manufacture.
Write for complete Price List and Samples.
BURGE, WARREN & RIDGLEY, Ltd.
91-92 Great Saffron Hill, London, E.C.1

SOUPLEX SPECIALITIES

Perfection in Plastics

Here are three of the many beautiful and novel productions in Beetleware which we are making. Shown at the British Industries Fair they attracted a lot of attention and have proved to have a ready sale wherever displayed. Other lines including our well-known Souplex razors, compact toothbrush, shaving stick and razor blades are steady sellers showing excellent profits.

THE SOUPLEX "NYMPH" LADIES' SHAVING SET

is the only one of its kind and contains a razor and blade, soap and brush, all neatly fitted into a beautiful coloured Beetleware case measuring only 3" 2".

THE SOUPLEX BEAUTY COMPACT

illustrated bottom left is made in Beetleware in pastel shades and although little larger than a packet of 10 cigarettes contains mirror, comb, lipstick in metal case, powder with container and puff, rouge with puff, cream container, eyebrow pencil and eyebrow tweezers.

THE SOUPLEX "SENIOR" GENTLEMAN'S SHAVING OUTFIT

illustrated below includes a full size Souplex razor, soap, brush and blades. The top of the attractive Beetleware case makes a useful shaving mug.

See them at the Chemists' Exhibition

Block A Stand 3

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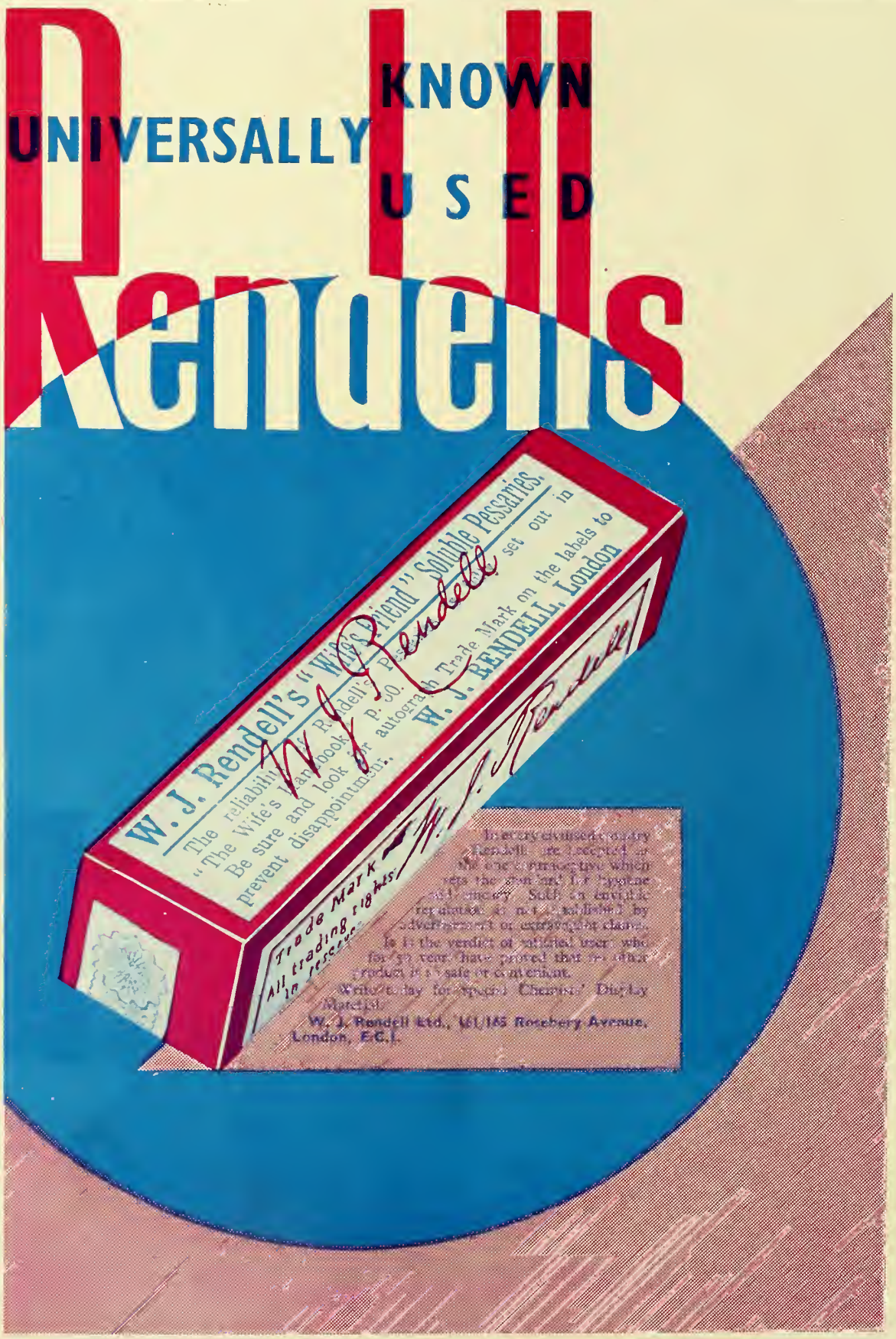
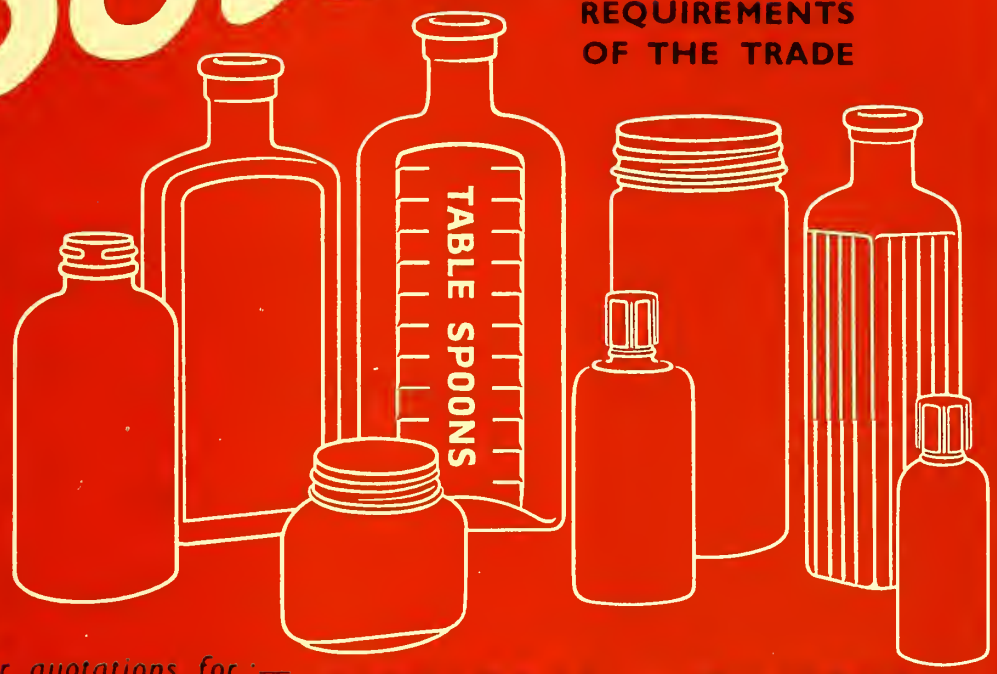

UNIVERSALLY KNOWN USED
Rendells

WE DESIGN AND MANUFACTURE

Bottles

TO MEET THE REQUIREMENTS OF THE TRADE



We can offer quotations for :—

MEDICALS ✦ PANELS
VIALS ✦ POISONS
CHELTENHAMS ✦
TABLETS ✦ JARS ✦
(Screw cap or other closures)

✦ Prompt deliveries

✦ Personal attention to all enquiries . . .

✦ SPECIAL DESIGNS PREPARED FOR PROPRIETARY PACKS

FOR OVER 80 YEARS WE HAVE BEEN MAKING BOTTLES OF EVERY DESCRIPTION. WE ARE IN A FAVOURABLE POSITION TO PRODUCE ALL TYPES — MACHINE MADE — AT HIGHLY COMPETITIVE PRICES, AND OF A QUALITY SECOND TO NONE.

FREDERICK HAMPSON LTD

ESTABLISHED 1851

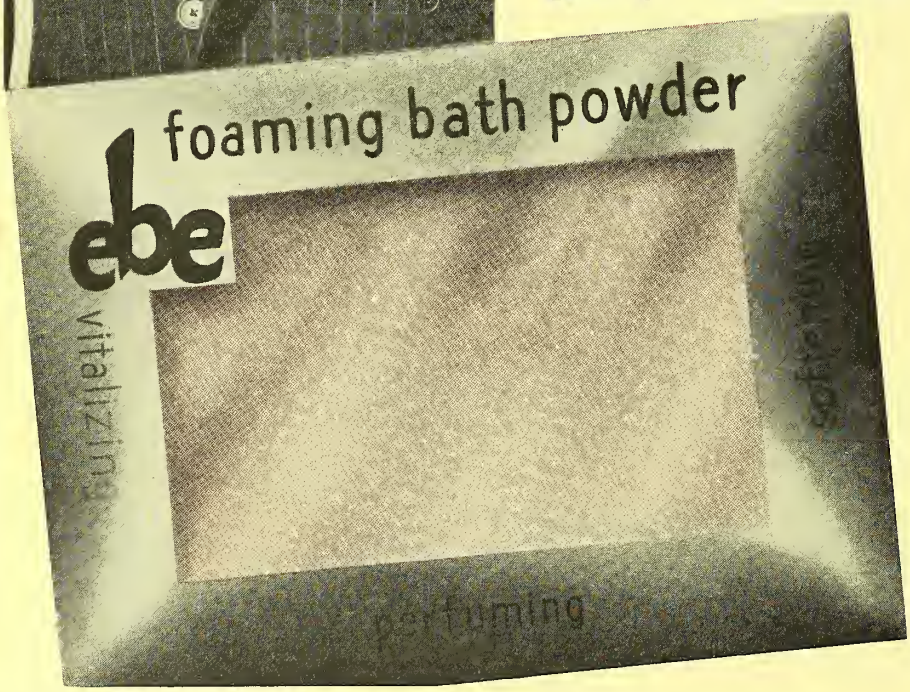
Phone: TRAFFORD PARK 081

PERSEVERANCE GLASS WORKS · SALFORD · 5 ·

A PERSONAL MESSAGE FROM H. G. MORRISON

CALLING

National advertising for the New 6d Ebe Bath Powder pack will be seen regularly by 20 million women ★ Get YOUR SHARE of the Big Sales and Profits which will come from this PROVED QUICK SELLER



— SALES DIRECTOR, EBE PRODUCTS LTD.

ALL CHEMISTS

"I expected our new 6d pack to be a success; but the response, both from the Trade and the Public, has far exceeded my expectations.

"Now our first real National Advertising Campaign is about to be launched—9,000,000 advertisements irresistible in appeal, attractively presented and illustrated by one of the best-known artists in the country, and embodying our *original* free offer, will appear in leading National Papers and Periodicals, assuring stockists substantial sales for this popular-priced line.

"I am personally concerned that you should make certain of YOUR share by stocking up now—our free displays are most attractive and make selling easy. Your usual wholesaler can supply. May I rely on your co-operation?"

ebe 6d bath powders

also 2/6 6/6 15/6 25/- 30/- 60/-

EBE PRODUCTS LTD., 11 DIANA PLACE, LONDON, N.W.1. EUS. 3271

BEAUTIFUL

Glassware

We create and manufacture high quality glassware for cosmetics and perfumery

WOOD BROS. GLASS CO. LTD.

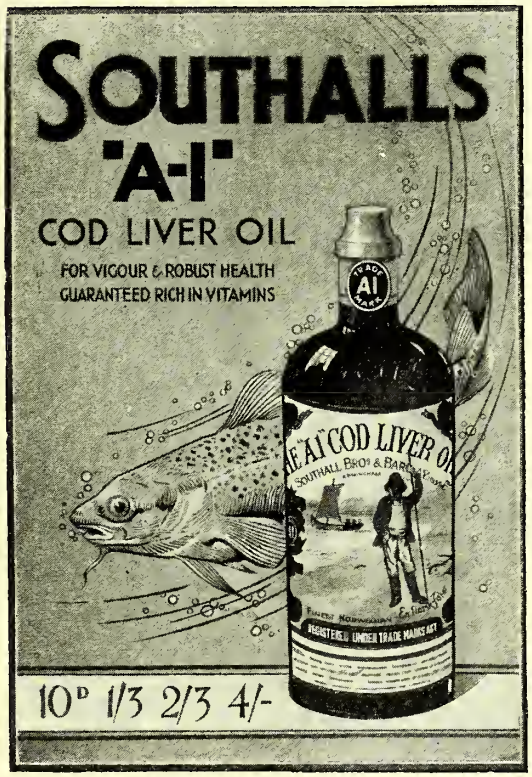
ESTABLISHED 1828

BARNSLEY ENGLAND

MAKE SURE OF THE BEST TERMS BY PLACING A CONTRACT NOW

for

Southalls "A-I" COD LIVER OIL



- Manufactured in our own factory at Balstad, Lofoten Islands, Norway.
- Guaranteed made under ideal conditions from fresh livers of Codfish only.
- Biologically tested by the Pharmaceutical Society, and a certificate guaranteeing its vitamin potency attached to every bottle.
- Your profit is protected by the P.A.T.A.
- It is supplied to Chemists only.
- An aluminium panel depicting the well-known bottle in full colours has been prepared, and will make an attractive addition to your winter display.

P.A.T.A.	**10d.**	**1/3**	**2/3**	**4/-**	each
	6/-	**9/-**	**15/6**	**27/9**	doz.
In gross lots (8 oz. or equivalent)	**5/6**	**8/6**	**14/6**	**25/9**	,,
					NETT

Contracts may be booked for 1 gross 8 oz. or equivalent, to be taken as required until March 31st, 1938, at Gross rates.

SOUTHALL BROS. & BARCLAY (1935) LIMITED

Priory House, Gooch Street, BIRMINGHAM, 5

When medicine is administered, your customer sees your label at least three times a day...

A standing advertisement of this kind should give the best possible reflection of your business...

You therefore need a distinctive design printed by Litho-Offset. You will then secure the modern effect at most reasonable cost.
Labels cost little but mean so much.

★ Our prices are keen and we print for any Drug Trade Requirement · Labels · Brochures · Showcards · &c.

★ *An enquiry sent to us will eventually prove to be a sound investment.*

STEEL ADAMS & CO. *Specialists in Printing for Pharmacists*

GAYTHORN WORKS · JORDAN STREET · MANCHESTER

Increase YOUR PROFITS
by asking for terms
for
BRITISH MADE CHROME AND ULTRA CHROME

ALL STANDARD SIZES AVAILABLE

Specially attractive terms to multiple shops and large Buyers

IPA WESTMINSTER LTD.
8, 10 & 12 Lambeth Palace Rd., London, S.E.1
Telephone: Waterloo 5312 & 5313

The famous "Town Talk" Liquid Silver Polish, Silver Plate Cloth, Liquid Pewter Polish, Chromium Plate Cloth, and Cut Glass Cloth, afford you five ways to a woman's purse. They are consistently advertised in women's newspapers and journals, and their qualities make them quick-selling, repeat-order lines.

Push the "Town Talk" 5, they yield a good profit and bring customers into your shop.

ORDER DIRECT OR FROM

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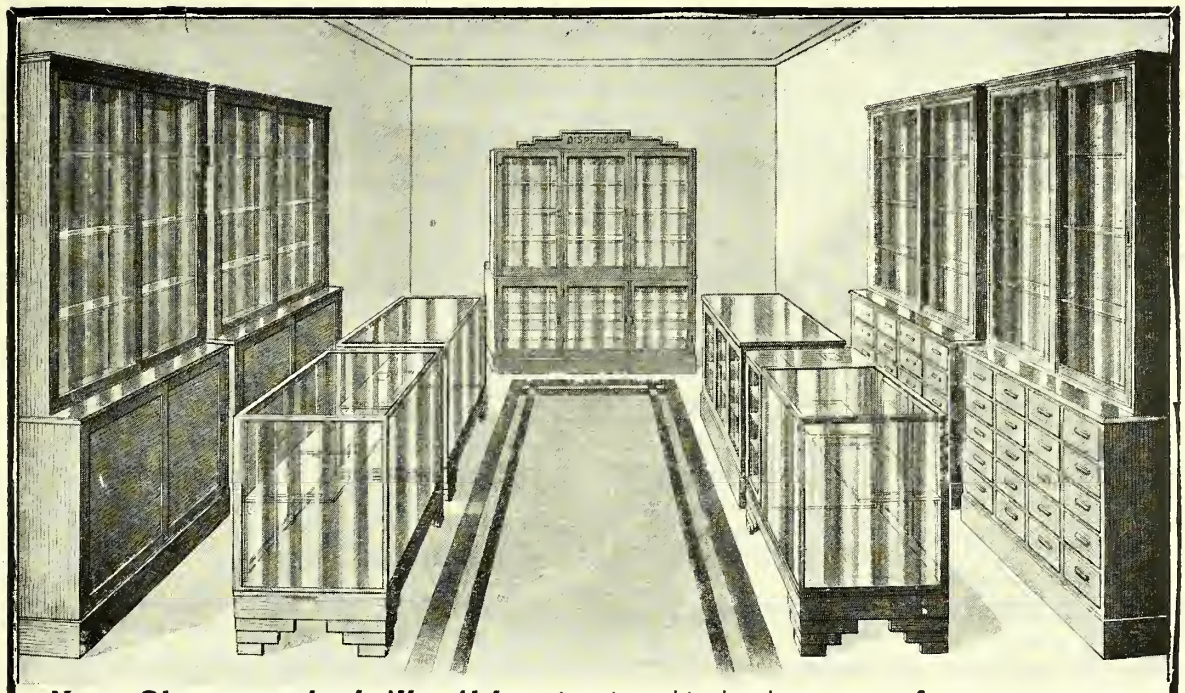
LEICESTER: E. H. Butler & Son.
LONDON: Brooks & Warburton, Ltd. May, Roberts & Co., Ltd.
LIVERPOOL: Ayrton, Saunders & Co. Ltd.

THE TOWN TALK POLISH CO., MANCHESTER, 10



Your Shop can look like this — imagine this handsome set of Fixtures and Counters in your premises and remember they can be had for **£131.0.0**

Owing to the increased cost of raw materials we are reluctantly compelled to charge an increase of 5% on our prices.

Supplied immediately on deferred payments involving a small initial payment. Let us send you our Catalogue No. C.D. 1740

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English Filter **POSTLIP** *Papers*

SQUARES
CIRCLES
FOLDED
ROLLS

WHITE
GREY
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CRINKLED

SAMPLES
FREE

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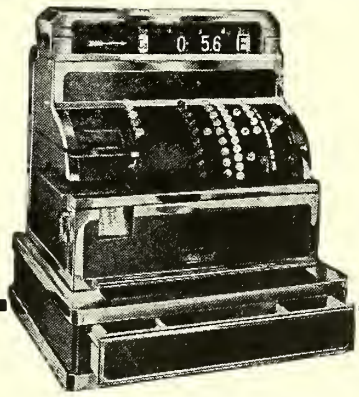
Evans, Adlard & Co. Ltd

Postlip Mills, Winchcombe, Cheltenham.

IS IT *more profit?*

What is the reason for the fact that every month sees more chemists instal modern National Cash Registers? Is it MORE PROFIT . . . or some other great advantage? Unless you investigate you will never know! Act NOW—your profit is at stake. Full details await your request.

THE NATIONAL CASH REGISTER CO. LTD.
206/216 Marylebone Road, London, N.W.1
Telephone: Paddington 7070 (15 lines)



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Distinctive Bottles Promote Sales
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50% PROFIT
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This chalybeate sulphur salt has a world-wide reputation. It makes an excellent window show—is worthy of your recommendation and is a most profitable line. Ask us for special display terms. Full size sample tin gladly sent on application to
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Lip Sticks, Eyebrow Pencils, Nail Polishes, Styptic Pencils, Smelling Salts, Perfumes, Brilliantines, and all Cosmetic Goods? *If so write:*
COLLINS, REYNOLDS & CO., LTD.
4 SUMMER HILL TERRACE, **BIRMINGHAM, 1**
Wholesale and Export only.

First Dutch Factory of Medicinal Gelatine Capsules
LAMBO—BUSSUM—HOLLAND
We now quote for: Bulk Packing
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5 mins In bottles of 1,000's per original case of 25 bottles £10
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Ask for samples! Experience of more than 70 years!

CACHETS "FINOT"
(White or Coloured)
With inscriptions in any desired tint; also Plain or Embossed.
"A distinction all their own."—*C. & D.*
"Perfection of Cachets."—*Lancet.*
These Cachets are especially adapted for Headache, Neuralgia and other powders.
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In 17 Sizes to fit the various types of Cachet Machines.

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Phone: Rawcliffe 40 & 41
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ALL GRADES
London Office: Burnley House, Willesden, N.W.10

URICURE TABLETS
REGD
The Greatest of all Rheumatic remedies
A LINE THAT ONLY CHEMISTS CAN SELL
1/3 size, 7/-; 3/- size, 17/6; 5/- size, 25/- per doz.
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Obtainable from the usual wholesalers or the makers
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FROM OUR OWN GROWERS
Alexandrian & Tinnevelly Pods Leaves Siftings
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Made from Chemically and Physiologically Tested Drugs

HERRINGS SALINE

AN EFFERVESCENT PREPARATION OF HIGHEST QUALITY WHICH APPEALS INSTANTLY TO THE GENERAL PUBLIC. THEY ALWAYS WANT IT AGAIN

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Wholesale and Export Druggists • Manufacturers of Pharmaceutical Preparations for

NEARLY TWO CENTURIES

C&D

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Keep a look out for our next announcement or, better still, drop us a post card for advance details of the new 'Brustine' selling scheme

Address your card

BRUSTOC LTD., WINWICK STREET, WARRINGTON

Brustine BRAND
NOSE & THROAT
Bon-bons

DO YOU MIX A FEW POUNDS

STAND 16, BLOCK D, CHEMISTS' EXHIBITION until Sept. 24th.

Even if you have occasion to mix only a few grains of this with a pound or two of that, you find it pays to use a Gardner mixer because it's quicker and ensures absolutely uniform distribution of the various ingredients.
Ounces, cwts . . . . . .

... or a few tons? They're all the same to a GARDNER *Patent "Rapid"* **MIXER**

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Write for Free 'Renovita' Booklet

PURE DOG OIL IN BULK
FOR ALL RHEUMATIC LOTIONS, ETC.
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FOR THE
S.M.C., B.O.A. and N.A.O. DIPLOMA Examinations
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SHOPFITTERS & SHOPFRONT BUILDERS
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are offering for sale, at competitive prices, an extensive and exceptionally full range of Chemist's Fittings, Second-hand and New.

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PHOTOGRAPHIC CHEMICALS

For active winter business

Keep a representative selection on display

Advantages—

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Attractive for display
Occupy small space
Stock always fresh
Show material always available

For Users

Easy to handle
Fresh solutions quickly prepared
No weighing
No wasteful deterioration

TRADE MARK **'TABLOID'** BRAND **'RYTOL'** TRADE MARK

UNIVERSAL DEVELOPER

For films, plates, lantern slides, bromide and gaslight papers. **19/-** per doz. *(subject)*

Also issued under the 'TABLOID' Brand

FINE-GRAIN Developer 'TANCOL' Developer
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Chromium Intensifier Desensitiser Toners, etc.

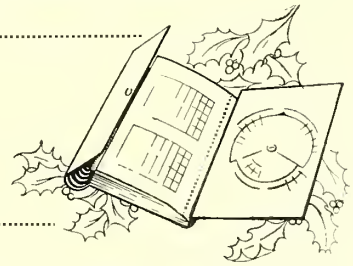
'SOLOID' BRAND Photographic Stains

London Prices to the Trade

A reminder for Xmas Trade

'WELLCOME' PHOTOGRAPHIC EXPOSURE CALCULATOR, HANDBOOK AND DIARY, 1938

Available shortly, **16/4** per doz. *(subject)*



BURROUGHS WELLCOME & CO., LONDON

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PREPARE FOR THE WINTER!

A suggestion for Window Display to occupy 30in. x 17in.

This Warrick Display Makes Pastille Sales Easy

This Display is suitable for any of the following pastilles—

Antiseptic	Cherry Cough	Glycerine of Thymol Compound
,, Throat	Cough	Linseed, Liquorice and Chlorodyne
Brompton	Friar's Balsam (Co.)	Menthol and Eucalyptus
Bronchial	Glycerine	
Catarrh	,, & Black Currant	

and many other kinds.

With all orders of not less than 14 lbs. of Pastilles, the above attractive Display Screen will be supplied free. The Pastilles are sold in bulk in either free show jars or free tins with a supply of free 2 oz. cartons.

Please write for further particulars and for samples to:—

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Telephone: Clerkenwell 2452 (two lines). *Telegrams: Warrickers, Nordo-London*

NILE STREET · LONDON

The
CHEMIST AND DRUGGIST
for RETAILER - WHOLESALER - MANUFACTURER

The official organ of The Pharmaceutical Society of Ireland, The Pharmaceutical Society of Northern Ireland, The Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in Overseas Dominions

Published Weekly at

28 ESSEX STREET, STRAND, LONDON, W.C.2

Telegrams : "Chemicus, Estrand, London" *Telephone : Central 6565 (10 lines)*

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AUSTRALIA : 19 QUEEN STREET, MELBOURNE, C.1
NEW ZEALAND : 55a SHORTLAND STREET, AUCKLAND
PARIS : 155 AVENUE DE WAGRAM, XVIIe (TEL. : ETOILE 19-79)
AMSTERDAM-C. HOLLAND : PLANTAGE FRANSCHELAAN 32

News of the Week

Dangerous Drugs Acts, 1920-32

WITHDRAWAL OF AUTHORITY: ARTHUR JAMES DALY

The Home Secretary gives notice that he has withdrawn from Arthur James Daly, M.R.C.S., L.R.C.P., of "Erin," Nottingham Road, Ilkeston, the authority granted by the Regulations made under the Dangerous Drugs Act, 1920, to duly qualified medical practitioners to be in possession of and to supply raw opium, coca leaves and Indian hemp, and the drugs and preparations to which Part III of the Act applies, and has also directed that it shall not be lawful for the said Arthur James Daly to give prescriptions for the purposes of the Dangerous Drugs Regulations, 1937.

Any person supplying Arthur James Daly with raw opium, coca leaves, or Indian hemp or any of the drugs or preparations to which Part III of the Dangerous Drugs Act, 1920, applies, or any person supplying the drugs on a prescription signed by Mr. Daly will be committing an offence against the Acts.

Photographic Exhibition

The Royal Photographic Society is holding its eighty-second annual exhibition at 35 Russell Square, London, W.C.1, from September 11-October 9. The leading manufacturers of photographic apparatus, including Agfa, Ltd., Kodak, Ltd., Ilford, Ltd., Ensign, Ltd., Dufay-Chromex, Ltd., R. F. Hunter, Ltd., and Schering, Ltd., have arranged excellent displays of apparatus and materials. As in former years, the pictorial prints are to be found on the ground floor, while lantern slides and colour transparencies are arranged in the studio. Among the interesting exhibits on the second floor are a number devoted to technical and colour prints and publicity photography. A particularly interesting one is that of a drop of milk striking a plate taken at 1/1000th of a second, at $f/64$ with a high intensity stroboscopic light source. This striking photograph will recall an interesting lecture by Dr. Ferguson at the Pharmaceutical Society evening meeting in December 1936 on the subject of "Splashes and What They Teach." Photography of medicine, radiographs and photomicrographs is also the subject of a number of exhibits in this section. During the period of the exhibition (admission free) a number of interesting lantern lectures are being held in the evenings.

Chemists' Exhibition

The Chemists' exhibition opens at the Royal Albert Hall, London, S.W.7, on September 20. The names of exhibitors given below are supplementary to those mentioned in the *C. & D.*, September 11, pp. 305-307.

EBE PRODUCTS, LTD. (Luxury bath requisites, including soap, dusting powder, bath rub and bath milk); ALFRED FRANKS & BARTLETT CO., LTD. (flapjacks and other toilet accessories); E. HACK, LTD. (aspirin tablets, iodine and styptic pencil, Hax perfume, and Anti-Thrax brushes); JOHNSEN & JORGENSEN FLINT GLASS, LTD. (glassware); MARYLAND DISPLAY ENGINEERING, LTD. (electrically operated display signs); MASSON SEELEY & CO., LTD. (showcard machines); NEW HYGIENE, LTD. (Germspray home-protection outfit); MRS. POMEROY, LTD. (beauty culture gift sets); THE SCHOLL MANUFACTURING CO., LTD. (Zino pads, Tarso pads, toe flex, bunion reducer, foot powder, bath salts, massage cream, corn salve, Onixol, iodine socks); "SEAGIFT" TURTLE OIL PREPARATIONS, LTD. (creams and lotions); STERICREPE CORPORATION, LTD. (Stericrepe bandages and finger dressings); STOREY EVANS & CO., LTD. (advertising material); W.S.G. OPERATING CO., LTD. (Berkel personal weighing machines).

Proprietary Articles Trade Association

We have been advised of the following additions to and alterations in the Protected List of the Proprietary Articles Trade Association, 43 Gordon Square, London, W.C.1. The retail and wholesale prices quoted are the minimum selling prices fixed by the manufacturers and protected by the P.A.T.A.:—

ADDITIONS.—Koray, Ltd., Koray brand tablets, 5's, 3d., 2s. 3d. dozen; 10's, 6d., 4s. 6d. dozen; 28's, 1s. 3d., 11s. 3d. dozen; 60's, 2s. 6d., 22s. 6d. dozen. Less 10 per cent. and a further 2½ per cent. on £2 orders and upwards. Temporary bonus offer of 13 to dozen on minimum of 1 dozen. T. & H. Smith, Ltd., compound colloidal iron syrup, 1s., 7s. 6d. doz.; 1s. 9d., 13s. 6d. doz. Elixir compound of ephedrine, 1s. 9d., 13s. 6d. doz.; 3s., 24s. doz. Elixir Sibec, 1s. 9d., 13s. 6d. doz.; 3s., 24s. doz. Glycodeine, 1s. 3d., 9s. doz.; 2s. 3d., 16s. 6d. doz. Glyferro, 1s. 3d., 9s. doz.; 2s. 3d., 16s. 6d. doz.; 4s., 32s. doz. Glyscara, 1s., 8s. doz.; 1s. 9d., 14s. doz. Guaiacol syrup, 9d., 6s. doz.; 1s. 3d., 9s. doz. The "People's" Cough Balsam, 1s., 7s. 6d. doz.; 1s. 9d., 13s. 6d. doz.

ALTERATIONS.—Cussons, Sons & Co., Ltd., White Cross baby powder, 6d., 48s. gross. Thos. Harley, Ltd., Rodine rat poison, bonus of one extra tin to dozen on minimum order one dozen in lieu of window display placed between October 1-15. International Laboratories, Ltd., Carmarole brand compound, 1s. 3d., 11s. 3d. doz.

Poisons Licences

In a section of his annual report submitted to the September meeting of the Manchester City Council, Dr. R. Veitch Clark, medical officer of health, deals with the Pharmacy and Poisons Act, 1933. It is stated that reports on premises were submitted to the Public Health Committee in connexion with 765 applications, and the names of 763 persons and 883 deputies were ordered to be entered on the list of sellers of Part II

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See p. 327

poisons. 1,600 visits were paid to premises for the purposes of investigating applications, inspecting the poison books prescribed by the Act, and to unregistered premises. Six offences were reported to the Public Health Committee during the year. Three of these offences related to the selling of poisons on premises not entered in the local authority's list, and three with regard to the sale of poisons not labelled in accordance with the Rules. The local authority's list now contains the following particulars of listed sellers:—

Type of Business	Persons Listed	
	Sellers	Deputies
Grocers...	462	558
Hardware dealers	163	182
Seedsmen	10	15
Florists...	1	1
Horticultural and agricultural sundries ...	11	11
Herbalists	16	17
Drug stores other than chemists' shops ...	25	26
Hairdressers	29	29
Miscellaneous	46	44
Total	763	883

Blackburn

Mr. H. Carter presided over a meeting of the local Branch, on September 9, when, after discussion, it was decided to adopt the new rules of the National Pharmaceutical Union.

"In spite of opposition, we are convinced unfair trading is still going on in the mills and workshops," states Blackburn Chamber of Trade in their report. A large number of letters had been sent to clergy, appealing to them to discourage Christmas clubs on their premises, and a number of replies had been received of an assuring character.

Huddersfield

The monthly meeting of the Huddersfield Association and Branch of the Pharmaceutical Society was held, on September 2, Mr. Lander in the chair. Mr. H. Beadslaw (secretary) gave a full report of the proceedings at the British Pharmaceutical Conference. Members were interested to hear how the newly-appointed Public Relations Officer was going to help with the local (Huddersfield) Association scheme. It was felt that this was a great step forward. The secretary gave a *resumé* of the recent article (see *C. & D.*, August 21, p. 224) "Pharmacy and the State," by Mr. F. C. Wilson, Bradford. Mr. Wilson was invited to give his views at a future meeting. Mr. F. North outlined a scheme for starting a football team among chemists; the plan was received with enthusiasm, and Mr. North was appointed secretary and treasurer of "Chemists' Sports Club." Games are to commence almost immediately.

Liverpool

At the recent meeting of the Liverpool Pharmaceutical Committee the returning officer reported that the members elected were Messrs. G. L. Clubb, T. H. Corlett, A. S. Furniss, B. Hale, J. L. Hirst, M. S. Hughes, R Hume, W. E. Humbpreys, L. W. Mussell, W. Tregenza, W. J. Tristram, G. Fowler. Mr. J. L. Hirst was re-elected *Chairman*, with Mr. Martin S. Hughes as *Vice-Chairman*. Messrs. Hirst, Furniss and Hughes were appointed members of the Pharmaceutical Service Subcommittee. The general report of the results of Sunday closing and the new arrangements for carrying on the pharmaceutical service in Liverpool was considered extremely satisfactory, there being only a few instances where chemists had not loyally adhered to the arrangements made jointly with the Insurance Committee.

Portsmouth

The annual dinner and dance of the Portsmouth and District Branch of the Pharmaceutical Society has been arranged to take place at the Royal Beach Hotel, Southsea, on November 10.

The twenty-eighth annual meeting of the Portsmouth Chemists' Association was held at the Southsea Club on September 15 under the chairmanship of Mr. W. L. B. Murray. The following officers were appointed:—*President*, Mr. H. A. Mecoy; *Vice-President*, Mr. T. A. Johnson; *Treasurer*, Mr. G. W. Darling; *Secretary*, Mr. F. H. Ruoff. Notice of the retirement from active practice of Mr. T. O. Barlow was received with regret. By a unanimous vote Mr. Barlow was elected an honorary life member of the Association, and a resolution expressing regret at his retirement and appreciation of his services to the Association was passed. The following donations were made:—Benevolent Fund, £5 5s.; Orphan Fund, £2 2s.; Chamber of Commerce, £1 1s.; Early Closing Association, £1 1s.; Surgical Aid Society, £3.

Miscellaneous

FIVE-DAYS WEEK.—William Ransom & Son, Ltd., manufacturing chemists, Hitchin, announce that, from the beginning of October, they will close on Saturdays.

SOUTH WALES GOLF.—The Clenyg Jones golf trophy competition, open to pharmacists of South Wales, was held at the Carmarthen golf links on September 9, and was won by Mr. D. O. Richards, Swansea, with Mr. C. R. Dickens, Sketty, as runner-up. After the competition the company to the number of thirty-seven (a record) were entertained to supper, presided over by Mr. I. Rowland James, Swansea. The donor presented the cup and the other prizes to the successful players. The chairman then presented to Mr. Clenyg Jones (a representative of Allen & Hanburys, Ltd.), who is retiring after fifty years' service, a silver salver bearing an appropriate inscription and emblazoned with "Y Ddraig Goch"; also a present for Mrs. Clenyg Jones, Mr. Rowland James, Mr. J. H. Kent (chairman, United Chemists of Wales), Mr. J. W. Evans (president, Carmarthenshire, Cardiganshire, and Pembrokeshire Branch of the Pharmaceutical Society), Mr. J. M. Lloyd, Mr. D. Stanley Davies, Carmarthen, Mr. J. D. Jenkins, Cardiff, and Mr. G. Thomas (president, West Glamorgan Branch) all spoke eulogistically of the services to pharmacists in Wales by Mr. Clenyg Jones and expressed the hope that he would, while living in his adopted city of Chester, find time to come among his old friends. The recipient responded in appreciative vein.

A vote of thanks to the secretaries (Mr. J. M. Lloyd and Mr. D. Stanley Davies) was proposed by Mr. C. R. Dickens (secretary, West Glamorgan Branch of the Pharmaceutical Society).

Group photograph of South Wales pharmacist-golfers, taken on the occasion of the Clenyg Jones trophy competition.

Scottish Notes

GOLF.—Edinburgh Chemists' Club held a competition over Duddingston recently. Results were as follows:—M. Stoddart (11), 82; J. Finlay (scr.), 83; J. B. McCaig (2), 84. Second Class:—J. P. Gibb (21), 90.

HERIOT-WATT COLLEGE.—The new session begins on October 11. The syllabus includes full-time day classes in pharmacy and applied chemistry, subject to an entrance examination to take place on September 28 and 29

CHRISTMAS DISPLAYS.—Christmas shows are now being held by wholesale and sundries houses at various centres. "There is no doubt," writes one Scottish chemist, "that the extra trade done at certain festive and holiday seasons far exceeds the seasonal trade of pre-war years." A display of Rexall goods will be held in the Grand Hotel, Charing Cross, Glasgow, on September 20 and 21. In the same hotel, at 7.45 p.m. on September 22, under the auspices of the Rexall Club, a meeting will be held, when Mr. M. L. Daniels, Nottingham, will give "a selling talk." All Rexall agents and assistants are invited. High tea will be served at 7.45.

Irish Notes

Illegal Sale of Poisons

At Clara District Court, on September 8, before District Justice A. O'Donoghue, Peter Dowling, as administrator of his late brother Joseph P. Dowling, Dowling's Pharmacy, Clara, was summoned at the instance of the Pharmaceutical Society of Ireland with having between March 10 and April 1 committed breaches of Poisons Acts by selling on three occasions articles containing poisons without the name and address of the seller. The articles were Alophen pills, containing strychnine, and Harvey's worm powder, containing arsenic. There were four other summonses for breaches of the Pharmacy Acts for having medical prescriptions dispensed by an unqualified person. Mr. W. J. Crogan, an inspector of the Society, gave evidence of making the purchases and having the prescriptions dispensed. The registrar of the Society (Mr. J. J. Kerr) gave evidence that neither the defendant nor his assistant were qualified. Mr. Kennedy, who appeared for the defendant, pleaded "Guilty" to the three summonses for breach of the Poisons Acts. The defendant, giving evidence, admitted that the writing on the labels on the bottles dispensed was his, but he did not recall making up the prescriptions. The defendant further stated that he had difficulty in getting qualified assistants, but assured the Court that he had now qualified assistants in all branches of his late brother's business. The Justice imposed a fine of 10s. on all seven summonses, and allowed £5 5s. costs and £2 expenses.

Ulster Chemists' Association

The monthly meeting of the executive committee of the Ulster Chemists' Association was held on September 7, the president (Mr. A. Steede) in the chair. There were also present Messrs. A. E. A. Davis, T. A. Gibson, C. Abernethy, E. A. Richey, W. C. Tate, R. Linehan, J. McGregor, W. J. Rankin, John McDowell, James McDowell, T. A. Mitchell, R. A. McEwan and E. Johnston. The president expressed the pleasure of the meeting at the presence of Mr. Gibson and his recovery from his severe accident. A subcommittee consisting of Messrs. Steede, Linehan, McGregor, John and Jas. McDowell, E. A. Richey and W. J. Rankin was appointed to consider and report on the best method of following up the president's recent letter to the trade. The secretary was directed to write to several manufacturers drawing attention to the small margin of gross profit on their specialities and requesting sympathetic and practical consideration of the matter. The secretary reported that the various firms whose names had been added to the list of Chemists' Friends since the last issue had been approached to include Northern Ireland in their agreement with the N.P.U. In the majority of instances this support was cordially given; it was expected that replies from the remainder would be received shortly. Certain price alterations were considered and adopted and accounts were passed for payment. Mr. Linehan moved that the appreciation of the Committee should be recorded for the enjoyable outing recently provided by the president. The motion was unanimously passed.

Miscellaneous

ADDRESS OF WELCOME.—Mr. J. M. Huban, M.P.S.I., read a speech of welcome to the Lord Mayor of Dublin and presented him with an inscribed fountain-pen on behalf of the Athlone Development Association on the occasion of his visit to unveil a memorial to the late Mr. T. P. O'Connor.

ALDERMAN SEAN FRENCH, Lord Mayor of Cork on seven occasions, whose death occurred recently, started life as a chemist's assistant, and for a number of years worked in the pharmacy of Mr. P. J. Fielding. After spending several years in London he returned to Mr. Fielding's pharmacy at 66 Patrick Street, Cork. Later he commenced business in partnership with Mr. Stephen Whelan, but retired from business about ten years ago and subsequently devoted his time to politics.

Topical Reflections

By Xrayser

There is Something Wrong

in the conditions under which legal poisons are sold in this country when those who have been trained to handle them are outnumbered by four to one (p. 303). As you suggest, chemists themselves are not altogether free from blame in allowing other traders to get such a grip upon the business that 40,000 listed sellers consider it worth their while to take out a licence for their sale. The fact of the matter is that chemists as a class have not looked too kindly upon a business which in its early days was messy and involved a good deal of dirty work in measuring and weighing out. This was before the passing of the 1908 Act, which brought into being a new class of poison sellers who need possess no qualification save the possession of a magistrate's licence. It is since 1908 that the use of horticultural and agricultural poisons has developed so much and manufacturers have turned their attention to the packing of them in handy containers. The buying habits of the public have no doubt had something to do with the transfer of business from the chemist to the seedsman or agricultural requisites supplier. The gardener likes to get his insecticides and weed killer from the shop where he buys his seeds and his needs for the garden; the farmer finds it handy to get his sheep dip from the place where he can obtain his oilcake and his machinery. In spite of this, chemists may still have a substantial share of this business if they care to go out for it. They can bring a practical knowledge of poisons and their uses to bear upon the sales, they can give expert advice to their customers which is not forgotten and induces them to come back again season after season.

A Good Point

is made by your correspondent on p. 313 when he suggests that local associations are too apt to forget other branches; their interests appear to be confined to their own branch; there is no inter-communication between one branch and another. I have noticed this. In my experience the only occasion when the members of one branch come in contact with their brethren from another one not too far away is at a dinner; the opportunities at such a time for serious talk are practically non-existent. It is obvious that only as there is an exchange of ideas between one branch and another—on all kinds of topics—can there be a living link between members. This lack of cohesion is very noticeable at Conference meetings of representatives, where resolutions from two or three branches are tabled on the same subject but differing in minor points. Result: Considerable waste of time and a diffusion of interest which could be avoided by previous arrangement between the branches concerned. Exchange of speakers on mutually agreed upon topics would be of great service.

Pharmacy Act Prosecutions

Alfreton.—At the Police Court, on September 8, F. J. Hitchcock, chemist and druggist, Derby Road, Swanwick, pleaded "Guilty" in that, not being an authorised seller of poisons he unlawfully sold by retail a poison, strychnine, in a preparation named syrup of hypophosphites at Swanwick on June 4; such sale not being effected under the supervision of a registered pharmacist; in addition the container was not labelled in the prescribed manner. The proceedings were taken by the Pharmaceutical Society, for whom Mr. R. Varley prosecuted. Charles Albert McClosky, an inspector of the Society, said he visited the defendant's premises at Swanwick on the day named and purchased a shilling bottle of syrup of hypophosphites. A young lady who was not a qualified pharmacist served him. An analysis of the mixture showed that it contained 0.009 per cent. strychnine. Replying to Mr. H. R. Cleaver witness said it was a very common tonic and there was no need for any signature in the sale of the mixture. Mr. Cleaver argued that they were purely technical offences. He said Mr. Hitchcock employed three fully qualified chemists. One of them, in charge of the Somercotes shop, was on holiday, and the Swanwick branch manager was supervising the Somercotes shop when Mr. McClosky called. When he heard that the Swanwick branch manager was in Somercotes the inspector went to the Swanwick branch and made the purchase of the mixture from the young lady who was in charge of the counter temporarily. No offence would have been committed if a qualified chemist had handed the mixture across the counter. The defendant was fined £1 in each case, which, with costs, made the total penalty £7 1s. 6d.

Dartford.—G. Parker-Lewis & Co., Ltd., chemists, Upper Wickham Lane, Welling, were fined, recently, £4, with £2 12s. 6d. costs, for offences under the Pharmacy and Poisons Act. For the prosecution it was stated that early in the year an inspector appointed under the Act visited defendant's premises at Welling and found no chemist in charge of the business. The inspector again visited the premises on July 17, and, with the aid of an agent, made a test purchase. He bought a plaster which contained a preparation of belladonna. For the defendants Mr. N. T. Baynes pleaded "Guilty." It was not a case of flagrant violation of the Act. The company made every effort to get a qualified man, but were not able to do so until a recent date.

Marylebone.—Summonses were dismissed against Abbotts Druggists, Ltd., 327 Edgware Road, brought at the Police Court, London, by the Pharmaceutical Society, for, on June 17, failing without reasonable excuse to give information required by an inspector under the Pharmacy and Poisons Act, 1933, contrary to Section 25 (8); and for wilfully delaying or obstructing the inspector in the exercise of his powers under Section 25 (4), contrary to Section 25 (8). Defendants pleaded "Not guilty" through their solicitor, Mr. B. B. Lieberman. Mr. A. C. Castle said that under Section 25 of the Act it was the duty of the Pharmaceutical Society to inspect the premises of chemists to see that the Act was complied with. On June 17 an inspector appointed by the Society called at 327 Edgware Road and asked a man in charge to produce his prescription book and poisons book in accordance with Section 25. The man refused and the inspector called P.C. Pipes as a witness. The man still refused to produce the books and also refused to give his name. The solicitor submitted that it was a grave offence because the inspection of the books was the only way in which the Society could discover illegal sales of poisons, etc. Cyril Morgan said he visited the premises at 4.30 p.m. and asked a man present to produce the poisons register, the dangerous drugs register and the prescription book. He had paid a visit six weeks before, he said, and warned the man. On each occasion the man refused him permission to see the books, saying that he would not show any books, or give any information, or answer any questions, and that the inspector must come when the qualified man was there. Cross-examined, he said he did not see any notice to the effect that the premises were closed as a pharmacy that (Thursday) afternoon and on the previous Thursday when he called. So far as he was concerned the premises were never closed as a pharmacy while the door was open. He agreed that the man he saw said that the qualified man was away, that the books were in the qualified man's charge, and he could not produce them. Mr. Lieberman: Did he say, "If you come in this evening, or to-morrow morning, you can see those books"?—He said if I came the following day I could see them. Witness agreed that the man told him that on both occasions when he called, and witness explained that he could not call at the times indicated as he had a wide area to cover. His instructions, he said, were that the books should always be available when the premises were open. The Magistrate: Who says that? Witness: The Act, sir. Mr. Lieberman: I don't see it. Witness said that those were his instructions. Mr. Castle said that Subsection 9 made it clear. Mr. Lieberman said that they were not summoned under that subsection, and he did not think that there was any requirement that the books should be on the premises all the time. In reply to further questions, the inspector said that he had previously sent in a lady as a "test" and the lady had come out and said that she had been told that the chemist was not in. Mr. Lieberman: And in spite of that you go in, knowing the attitude of this gentleman that he hadn't got the books in his possession, and make your demand? The inspector: It was owing to his attitude that I went to him. I told him previously that the books must be available for inspection. Mr. Lieberman submitted that there had not been any refusal to show the books. The inspector was invited to call back and see the books. The Magistrate dismissed the summonses, but declined to grant costs against the complainants. Mr. Castle asked if the magistrate was finding that the books could only be inspected when the chemist was on the premises, because, he said, that would make a great deal of difference to chemists all over the country. The Magistrate replied "No," he was only saying that, if the inspector was invited to go back shortly afterwards to see the books, that was not a refusal.

Portsmouth.—At the Police Court, on September 14, Brays, Ltd., Southsea, were summoned under the Pharmacy and Poisons Act, 1933, for unlawfully selling a Part I poison, ephedrine hydrochloride, contained in a preparation known as Do-Do brand tablets, and further with unlawfully selling the same preparation by retail, such sale not being by or under the supervision of a registered chemist. Prosecuting on behalf of the Pharmaceutical Society, Mr. A. C. Castle stated that defendants were carrying on business at 20 Highland Road, and to all intents and purposes the leading figure in the business was Mr. Edwin Bray, who was not a registered chemist. The Act left a loophole by which unqualified people could carry on business as chemists provided they formed a limited liability company and had a qualified chemist in their employ; but in this case Mr. Bray was the managing director of a limited company which employed a chemist only part time. He was apparently on duty from 10 or 11 a.m. until 1.30 p.m., and again from 6 p.m. until 8 p.m., and in his absence it was submitted that there was no pharmaceutical supervision in the shop. On June 7, at 3.15 p.m., one of the Society's inspectors purchased at the shop a proprietary medicine called Do-Do brand tablets, containing one of the poisons mentioned in Part I of the Act, and which only a qualified chemist could sell. On the carton it stated that the tablets contained ephedrine hydrochloride, which only a qualified chemist could sell. The Bench dismissed the first information on payment of costs, 4s., and on the second information they imposed a fine of £1, with £3 3s. costs.—At the same Court, similar informations were laid against Wilson's Pharmacy, Ltd., 168 Copnor Road, Portsmouth, who were further summoned for selling Do-Do brand tablets without having their name and address on the carton. Mr. Castle stated that Mr. Wilson was not a qualified chemist, but had formed his business into a limited liability company. He sold a packet of the tablets and told the inspector that the qualified chemist he employed was in practice as a dentist at Gosport and attended at the shop from 9.30 a.m. to 10.30 a.m. and from 6 p.m. to 7 p.m. Mr. Wilson said that he was unable to get a full-time qualified chemist, but there were many qualified chemists out of employment who would be glad to get a job. As in the former case, the Bench dismissed the first information on payment of costs and on each of the other two informations they fined defendant £1, with £3 3s. costs.

Company News

P.C. means Private Company and R.O. Registered Office

P. S. King (Chemists), Ltd. (P.C.).—Capital £2,500. Objects: To acquire the business of a chemist and druggist carried on by P. S. King at 22 Sandy Park Road, Brislington, Bristol.

R. H. Allen & Co., Ltd. (P.C.).—Capital £1,000. Objects: To acquire the business of a manufacturing chemist carried on at 251 Dartmouth Road, Sydenham, by Lily M. W. Torring as "R. H. Allen & Co."

Laisterdyke & Co., Ltd. (P.C.).—Capital £250. Objects: To carry on the business of manufacturers of and dealers in toilet requisites and preparations, perfumes, etc. Wright Wells, 8 Peel Street, Thornton, Bradford, director.

Fluidtube, Ltd. (P.C.).—Capital £300. Objects: To carry on the business of manufacturers of and dealers in tubes and other receptacles and containers of all kinds, etc. Solicitors: Stephenson, Harwood & Tatham, 16 Old Broad Street, E.C.2.

Green Circle Products, Ltd. (P.C.).—Capital £1,000. Objects: To carry on the business of pharmaceutical, analytical chemists and manufacturers and dealers in raw materials, etc. Frank R. S. Moore, 67 Ranmoor Crescent, Sheffield, director.

George Smith (Chemists), Ltd. (P.C.).—Registered in Edinburgh. Capital £1,000. Objects: To carry on the business of manufacturing, pharmaceutical, photographic and dispensing chemists and druggists, etc. David E. R. Smith, 335 Arbroath Road, Dundee, chemist, director.

Continental Carbo-Ice, Ltd. (P.C.).—Capital £500. Objects: To carry on the business of manufacturers of carbon dioxide or its recovery from waste from any gas or mixture of gas, etc. The first directors are to be appointed. Solicitors: Bischoff, Coxe & Co., 4 Great Winchester Street, E.C.

Frank Lansdowne, Ltd. (P.C.).—Capital £3,000. Objects: To carry on the business of dealers in all kinds of emulsified celluloid and other preparations used for making photographic negatives, etc. Eric Holgate, Aston, Aston Avenue, Kenton, Middlesex (director of Titonine, Ltd.), director. R.O.: 52 Lincoln's Inn Fields, W.C.2.

George Raphael, Ltd. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in compasses, barometers, aneroids, anemometers, thermometers, calorimeters, hydrometers, cameras, surgical belts, dressings, etc. Geo. Raphael, Galgorm House, Ballymena, N. Ireland, director. R.O.: 3-4 Clement's Inn, Strand, W.C.2.

L.T.C. Distillates, Ltd. (P.C.). — Capital £1,000. Objects: to carry on works for distilling and refining oils and preparing therefrom separate products and producing chemical materials and substances, etc. Colonel Whiston A. Bristow, 22 Hans Court, Knightsbridge, S.W., consulting engineer, and Commander Colin Buist, Astbury Pastures, Melton Mowbray, Leics. (director of Low Temperature Carbonisation, Ltd.), directors. R.O.: Grosvenor Place, London, S.W.1.

Aspro, Ltd.—This company is paying a final ordinary dividend of 15 per cent. accompanied by a cash bonus of 7½ per cent., both less tax. This makes a total payment for the year to June 30 last of 32½ per cent. For the initial period of thirteen and a-half months to June 30, 1936, the distribution was 25 per cent., less tax. Authorised and issued capital is £1,000,000, consisting of £500,000 in 5½ per cent. £1 preference shares and £500,000 in 5s. ordinary shares.

Imperial Chemical Industries, Ltd.—The directors have declared a dividend of 3 per cent., actual, less tax, which compares with 2½ per cent. for the preceding year. The total distribution for 1936 on the ordinary stock was maintained at 8 per cent., with a final of 5½ per cent. The increase in the interim dividend, the directors add, is not to be regarded as indicating any increase in the total dividend for the current year, but is for the purpose of bringing the interim into better relationship with the final dividend. The interim will be payable, less tax at 4s. 8d. in the £ (being U.K. tax at 5s., less Dominion tax relief) on November 1 next to stockholders on the register on September 23.

Oxycholesterin Emulsifiers

THE properties of lanolin as a skin-food and ointment base are well known. The fraction of this substance to which it owes its value in cosmetics, and as a water-absorbing base, is that containing oxycholesterin and similar bodies. Recently oxycholesterin itself and what are described as "absorption bases" and "oxycholesterin distillates," have come into vogue as valuable emulsifiers for toilet creams. The two latter are essentially concentrated lanolin containing the oxycholesterin fraction, and have all the advantages of lanolin without its disadvantages, such as stickiness. Furthermore, with these new bases and with oxycholesterin, it is comparatively easy to prepare very white creams, whereas emulsions containing a fair percentage of lanolin are usually slightly coloured. Oxycholesterin itself ($C_{27}H_{46}O_2$) is a white or yellowish unctuous substance of melting point about 40° C. It readily takes up water forming w/o emulsions and up to 500 per cent. of aqueous liquid may be incorporated. Certain lanolin absorption bases can also give o/w emulsions by combining them with triethanolamine. Creams containing oxycholesterin are very much to be desired since this substance is invaluable as a skin-nourisher and preparations containing it are generally very readily absorbed. In addition to oxycholesterin itself, which gives excellent results in creams, hydrocerin (oxycholesterin distillate) and cremba (lanolin absorption base) are very useful emulsifying agents. Five per cent. of the former in white soft paraffin forms a base capable of absorbing 200 per cent. of water. Numerous creams may be prepared with these new emulsifiers and the following formulas will give some indication of the lines on which to work. As they stand, Nos. II and III yield good "all-purpose" creams and are easily adapted to produce cold creams, skin-foods, and so forth. Cream No. I gives a soft cold cream. It may be mentioned that the addition of oxycholesterin or one of the bases containing it to vanishing creams is of material help in increasing their usefulness as foundation creams. While their chief application is in creams of the following types, lanolin absorption bases may also be usefully employed in lipsticks, mascara, cream rouges and similar preparations.

I

Cremba absorption base	20
White beeswax	15
Peach kernel oil	10
Liquid paraffin	39
Nipasol M	0.2
Borax	0.5
Distilled water	16

The method recommended is to melt all the fatty ingredients with the nipasol and allow to cool when intimately mixed. A little of the water is then added and emulsified thoroughly and the addition continued in small quantities until it is all absorbed.

II

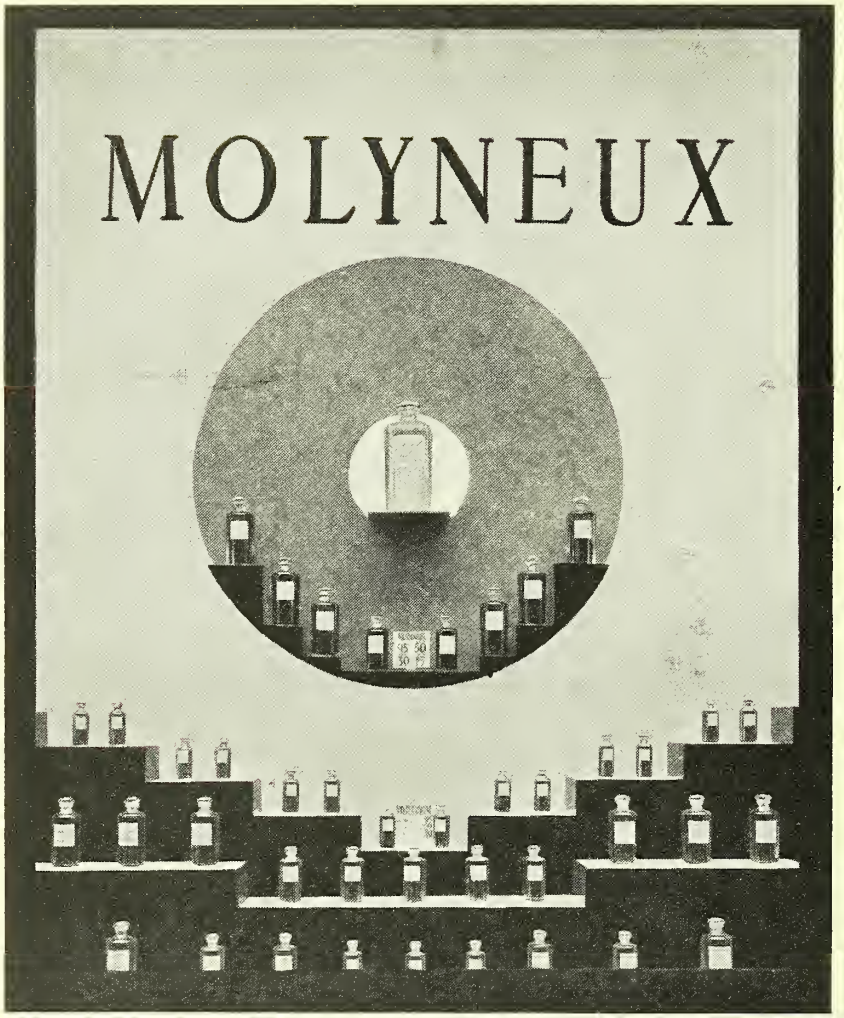
Hydrocerin oxycholesterin distillate	3.8
White beeswax	3.8
White soft paraffin	25.0
Liquid paraffin	10.0
Borax	0.5
Nipasol M	0.15
Distilled water	56.75

III

Liquid paraffin	11.75
Oxycholesterin	3.3
White soft paraffin	25.0
White beeswax	1.3
Borax	0.2
Preservative	0.15
Distilled water	58.3

For the above two creams the method is similar to that previously mentioned except that it is best to mix fats and water at about 70° C. ,and allow the temperature to fall to about 60° C. and then commence emulsification.

U.S.A. pharmacy week.—The thirteenth annual national pharmacy week in the United States will be held on October 18-23 inclusive. A preliminary circular has been issued giving suggestions for attracting the attention of allied professions and of the general public. The principal prize in the window-display competition is a silver loving-cup given by the Federal Wholesale Druggists' Association.

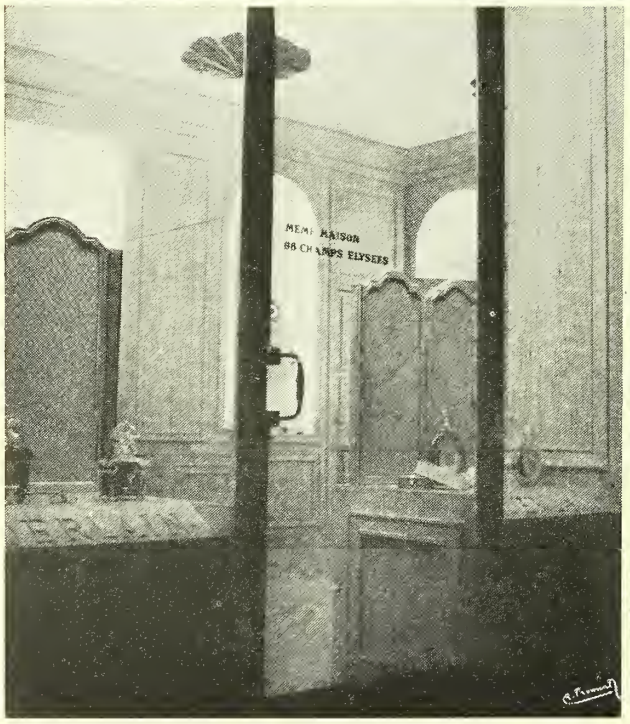


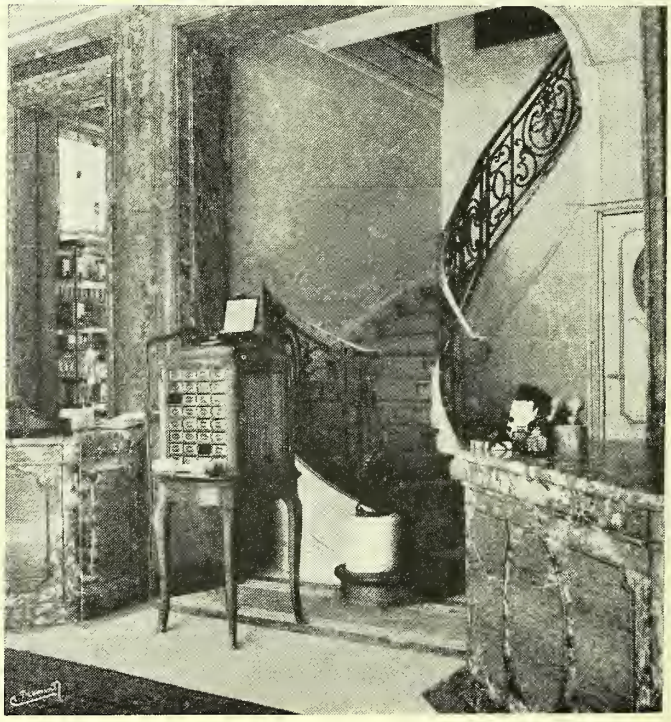
PERFUME DISPLAYS in PARIS

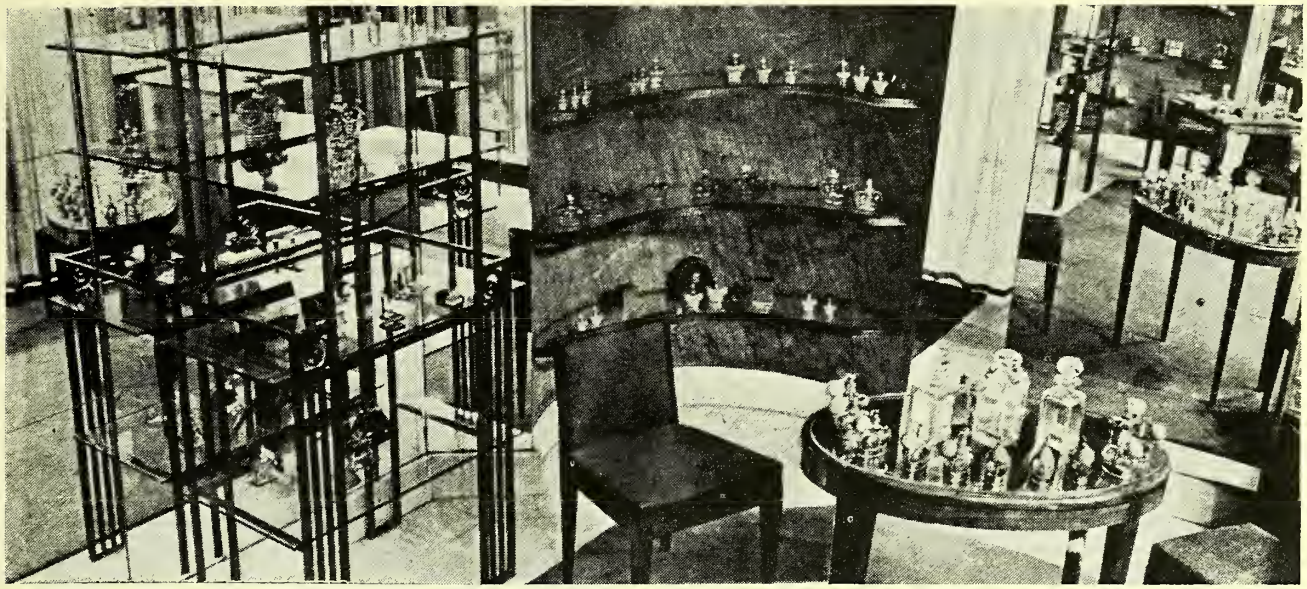
PARIS, as the traditional centre of perfume fashion, can be profitably explored to discover by what methods it maintains its premier position. One contributory factor is undoubtedly display. On this and the succeeding page, THE CHEMIST AND DRUGGIST reproduces exclusive photographs of showroom displays of leading Paris perfumers, ranging from the conventional to the startling.

MOLYNEUX.—Centrepiece of a dressmaker-perfumer.

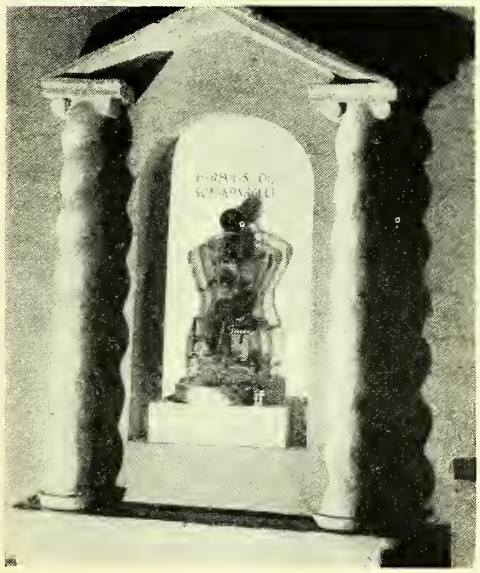
GUERLAIN.—New showroom (Champs Elysées) and old (Rue de la Paix), sole Paris depots of an "old aristocrat" of French perfumers.

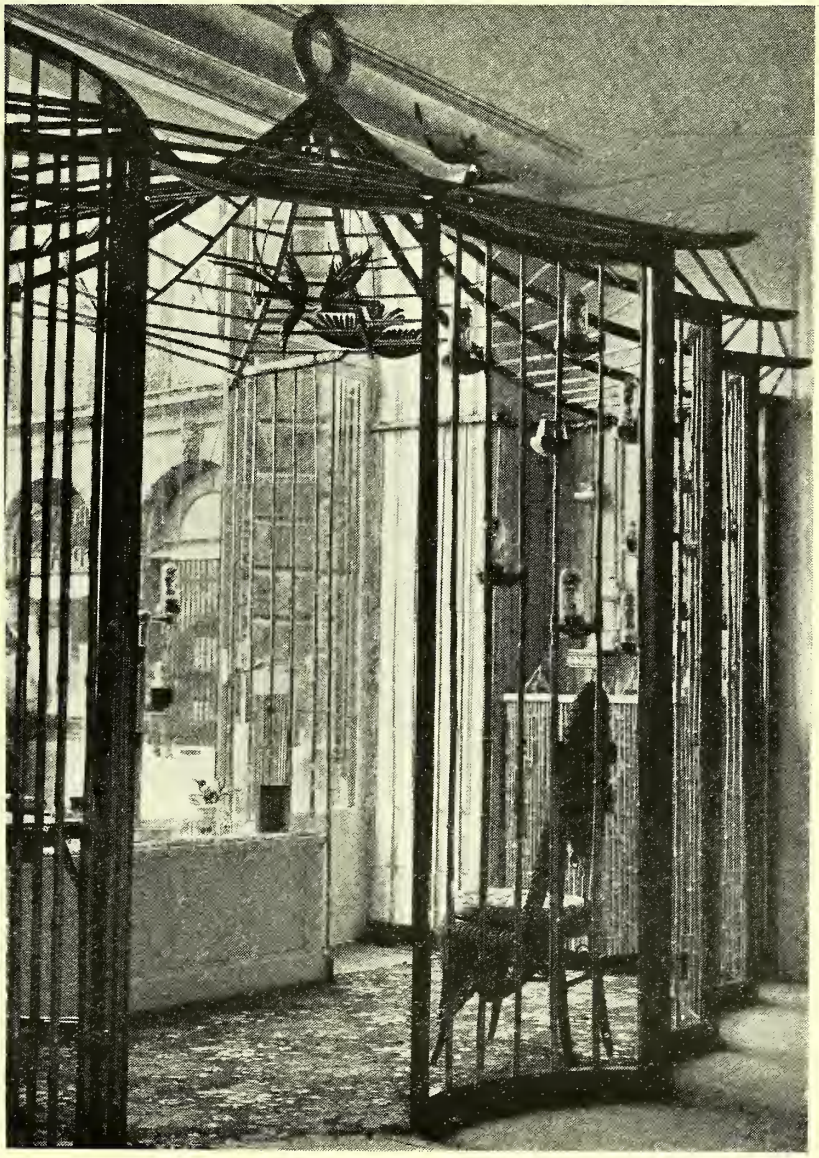






PRINCE MATCHABELLI.—Rue Cambon showroom of an ex-Russian prince turned perfumer.
SCHIAPARELLI.—" Birdcage " window setting (right) ; lay figure display (below) for Shocking perfume ; transparent torso (at foot)—a giant reproduction of Shocking perfume container.





Trade Notes and Novelties

New Creme Simon Product.—Crème Simon M.A.T., which has already established itself in France, is now introduced by the makers to the British market. The new product is, in essence, a vanishing cream which imparts a matt surface to the skin; the initials stand for matt, active, tonic. Crème Simon is marketed in this country by Crème Simon (Distributors), Ltd., 65 Holborn Viaduct, London, E.C.1.

Until October 31 a special bonus offer of thirteen to the dozen is made to introduce Crème Simon M.A.T. (matt, active and tonic). Full details are given on the front cover of this week's issue. This product is issued in tubes and pots of two sizes, and sales are promoted by extensive advertising in daily and weekly papers.

Body belts specially manufactured for the chemists' trade are issued by the Jaeger Co., Ltd., 95 Milton Street, London, E.C.2. The belts are made of a pure, natural, undyed wood, and are available in four sizes. Each belt is packed in transparent tissue with the size clearly marked. The packing lends itself to window and counter display without risk of the garment being soiled. Show cards and leaflets are available.

Brustine bonbons.—The shortening days remind chemists of the approaching winter season, with the corresponding demand for winter goods. Brustine nose and throat bonbons, which are advertised in this issue, have a special new selling scheme. Advance details may be obtained on application to Brustoc, Ltd., Winwick Street, Warrington.

Stericrepe bandages and finger dressings distributed by Beacon & Janis, Ltd., Victoria House, Southampton Row, London, W.C.1, for Stericrepe Corporation, will be exhibited at the Chemists' Exhibition. These appliances are self-adhesive, but do not stick to skin or hair. They are porous and do not clog the pores of the skin. Generous discounts are offered to chemists and display material is available. Supplies may be obtained through the usual wholesalers.

Litesome supporter belts.—Recommended for athletes, manual workers and business men, the Litesome belts are issued by the makers, Fred Hurtley, Ltd., Victoria Park Mills, Keighley, Yorks, in three models: Popular, de Luxe and Mayfair. Suitably worded show material is available from the manufacturers.

Containers for Christmas goods.—Lax & Shaw, Ltd., Albert Glass Works, Hunslet, Leeds, 10, illustrate in our advertisement pages outstanding types of bottles for Christmas trade and other purposes. Wholesale and export inquiries are invited.

Scrubbs ammonia.—This product, which has been before the public for sixty years, continues to exercise its popular appeal. It is backed by national advertising, carries a satisfactory rate of profit, and price cutting is not allowed. Supplies may be obtained through wholesalers or from the sole distributors, Chemical & Natural Products, Ltd., Thames House, Queen Street Place, London, E.C.4.

Lenthéric perfumes.—Group of products issued by Lenthéric S.A., 245 Rue Saint Honoré, Paris, from a window display at the Paris showroom. The London agents for Lenthéric products are Pharmaceutical Products, Ltd., Standard Works, Tottenham, London, N.15.

Adhesive plaster.—E. Taylor, Ltd., Monton, Lancs, have introduced a three-point pack of Bulldog adhesive plaster, the points being that in its moulded container it is waterproof, dustproof and airtight. The plaster is issued in half-inch and one-inch sizes. Each dozen tins are issued in a screen display stand, and supplies are obtainable from all wholesale houses. This plaster will be exhibited at the Chemists' Exhibition, Stand No. 29, Block C.

Colourful display sign.—An elegant piece of display material now being sent out with consignments of Houbigant perfumery from Paris consists of a delicately coloured figure behind unframed glass, the border of which is silvered. The sign takes the form of a strutted showcard but, being naturally heavy and vulnerable, it is packed in a special hinged leatherette-covered box into which it fits snugly. The London agents for Parfumerie Houbigant are the Perfumery Marketing Co., Prince's House, 190 Piccadilly, W.1.

International Laboratories, Ltd., 30-42 Smedley Street, London, S.W.8, have introduced a new chest remedy for coughs, colds, bronchitis, etc. The price of this product is protected, and it is on the Chemists' Friends' List. A comprehensive campaign of advertising is in progress. Supplies may be obtained from the usual wholesalers.

Calox, the oxygen tooth powder, is nationally advertised, and chemists are invited to buy on bonus terms of thirteen to the dozen for counter or window display. Further details are given elsewhere. Calox is issued by McKesson & Robbins, Ltd., Eagle House, 90-96 Cannon Street, London, E.C.4.

SOUPLEX SETS.—In addition to the compact shaving and beauty outfits illustrated on other pages in this issue, Souplex, Ltd., Westgate, Morecambe, Lancs, issue the Nymph miniature razor set for ladies' use. The set is complete with specially designed razor, brush, soap and two blades in beetleware container. The following colours are available: pink, blue, green and yellow. This set, together with the Souplex beauty compact, is illustrated in colour in our advertisement pages.

ECLIPSE RAZOR.—Illustrated on this page is the Eclipse-de-luxe red ring razor manufactured by James Neill & Co., Ltd., Sheffield. This razor is a scientifically designed shaving instrument and is issued in a chromium-plated case of attractive modern design. Ten Eclipse super razor blades are supplied packed in neat blade holder, and the case is lined in velvet and satin. Novel sales features in this razor include a magnet in the handle for picking up blades, micrometer adjustment and automatic blade centring device. An advantage of the improved two-piece design is that it facilitates cleaning and assembling.

SUNDRIES FOR WINTER TRADE.—D. Mawdsley & Co., 2 Riga Street, Manchester 4, direct attention to specimens from their stocks of articles suitable for winter and Christmas trade. A range of attractive glassware is kept in stock. Flapjacks and hairbrush sets are specially mentioned in their advertisement, and chemists who are unable to visit the showrooms at Manchester, Liverpool and elsewhere, should communicate direct.

HOWARDS' ASPIRIN TABLETS BONUS.—During October and November a special bonus is offered on Howards' aspirin tablets provided a window display is made. Show material is supplied free. Full details of the bonus offer appears elsewhere in this issue. Chemists are invited to send a trial order to their usual wholesalers. These tablets are issued with the guarantee of quality associated with the products of Howards & Sons, Ltd., Ilford.

UNUSUAL PACKS.—The bottles illustrated on this page have been made for Saville Perfumery, Ltd., 1 Bridle Path, Watford, by the International Bottle Co., Ltd., 48 Fore Street, London, E.C.2. The black glass bottle on the left is produced in four sizes. It is mounted on a metallic base and capped with

metal. In the "Top Hat" pack, the bottle is made by the same company to fit the specially designed carrier, the latter being used for the popular perfume—Mischief—produced by Messrs. Saville.

RAZOR BLADE SHARPENERS.—The Allegro razor blade sharpening machine, illustrated on page 333, is issued in different patterns for any type of safety razor blade. In addition to the standard model there is a junior model at considerably lower price. The British distributors are Condrup, Ltd., 77 Fore Street, London, E.C.2.

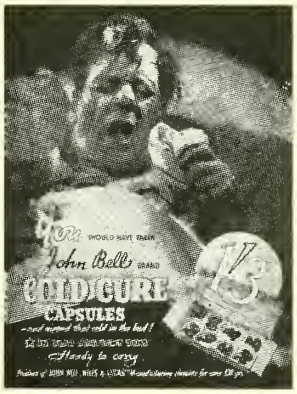
DRY SHAVER.—The accompanying illustration shows the Schick dry shaver and resistance coil, an outfit permitting shaving not merely without lathering, but without cream. The apparatus contains a vibrating comb and shears off the hair below skin level; it is ready for use immediately on plugging into an ordinary electric light socket. Alternative plug-in sockets on the resistance coil make the razor suitable for any mains voltage. The instrument is Canadian-made and is distributed in Great Britain by Sydney H. Mugford, Roxburghe House, 273 Regent Street, London, W.1.

SUGGESTED GIFT FOR INVALIDS.—When a request is made by customers for a delicacy suitable for invalids and convalescents, Glanoid calf's foot jelly may be advised with all-round advantage. This product, prepared in London under hygienic conditions, is obtainable in plain, lemon, orange, wine, port and sherry flavours in 10-oz. glass jars either through wholesalers or direct from Armour and Co., Ltd., Armour House, St. Martin's-le-Grand, London, E.C.1.

EBE BATH POWDERS. — The demand for the new pack of Ebe bath powder has exceeded all expectations, and a campaign for national advertising is due to be launched, which will still further increase the demand for this now-established product. Further information is given in our advertisement pages, and supplies may be obtained from Ebe Products, Ltd., 11 Diana Place, London, N.W.1.

BLACK FOREST BRANDIES.—Elsewhere in this issue an advertisement appears inviting applications for agency appointments for the original Black Forest brandies.

COLD CURE CAPSULES.—Illustrated on this page is a recent showcard issued for John Bell brand cold cure capsules. These capsules are issued in flat, air-tight tins and are made by John Bell, Hills & Lucas, Ltd., Tower Bridge Road, London, S.E.1.



SEVEN SEAS COD-LIVER OIL.—The British Cod Liver Oil Producers, Ltd., Hull, are advertising their Seven Seas cod-liver oil, which they claim is a valuable, high potency and reasonably priced vitamin-rich cod-liver oil. Sales are promoted by a national advertising campaign. Seven Seas cod-liver oil is issued in bottles and capsules of 25, 50 and 100. A standard oil is also obtainable in bottles of two sizes. Generous trade terms are allowed and bonus parcels of varying sizes to suit all requirements are also offered. Full particulars may be obtained from the manufacturers, who are exhibiting at the Chemists' Exhibition, Stand No. 30, Block C.

ANNUAL PRICE LIST.—We have received from John Thompson, Wholesale Druggists 1921, Ltd., Liverpool, 1, a copy of their annual price list covering patent medicines and proprietary articles, druggists' sundries, packed goods, shop fittings, etc. The list carries a thumb-nail guide to the sections for convenience in reference. It consists of 315 pages and is illustrated.

EVENING-IN-PARIS FACE POWDER.—Parfumerie Bourjois, Ltd., Queens Way, Croydon, have introduced a new and smaller size of this popular face powder which is available in eleven modern shades. The showcard illustrated, which has been produced to introduce the new size, will be sent to chemists on application. A display card has also recently been issued to further the sales of Bourjois cream nail varnish.

CHINESE PRESERVED GINGER.—We are advised that most of the usual consignments of Chinese stem ginger, preserved in syrup and packed in ornamental jars, were shipped from Hong Kong during July and August, prior to the present transport difficulties at that port. There should be no serious shortage of the Christmas trade article on the London market.

SHOWROOM DISPLAY.—A large and varied range of perfumes, coffrets, manicure sets, cameras and many other types of goods suitable for Christmas gifts will be on view in the handsome showrooms of James Woolley, Sons & Co., Ltd., Victoria Bridge, Manchester. These showrooms, which are illustrated in our advertisement pages, were described in the *C. & D.* of May 4, 1935.

PROSPERITY IN THE BRUSH TRADE.—An unusual announcement appeared recently in a local paper advertising permanent and progressive employment to fifty additional employees by G. B. Kent & Sons, Ltd., 75 Farringdon Road, London, E.C.1. We understand that Messrs Kent have been working at high pressure with much overtime for the past year. The increased demands refer to the new range of Pedigree tooth-brushes, shaving brushes, as well as hair brushes.

DRENE SOAPLESS SHAMPOO.—Elsewhere in this issue, Thos. Hedley & Co., Collinwood Street, Newcastle-on-Tyne, 1, make a generous bonus offer in return for a fortnight's special window display. This offer continues until October 30. An intensive advertising campaign will be undertaken to assist sales. In addition to large spaces in thirty-two newspapers and magazines, full pages are booked in the "Daily Mail" and "Daily Express" for September 23 and October 21 respectively.

YVONNE BEAUTY SERIES.—W. J. Yvonne et Cie, Ltd., 291 Derby Road, Bootle, Liverpool, 20, issue rouge, lipstick, face powder, eye cosmetic, astringent lotion, complexion milk, cleansing cream and skin tonic in a uniform series obtainable either direct or through the usual wholesale channels. Bulk inquiries are invited.

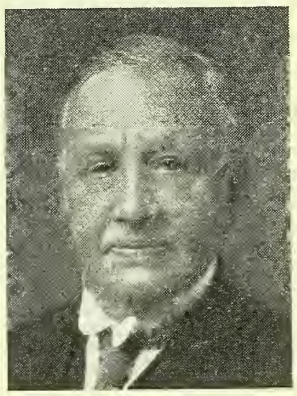
MANICURE SETS.—Vareen, Ltd., 86 Portobello Road, Notting Hill Gate, London, W.11, makers of nail polish and toilet specialities, issue a complete manicure outfit. The set is attractively finished and suitable for presentation as a Christmas Gift.

Personalities

MR. HERBERT J. LEWIS, director and general manager of The George Town Dispensary Ltd., wholesale chemists, Penang, Ipoh and Malacca, who has been on a visit to Australia, South Africa and the Continent, sailed for Penang, accompanied by his wife and daughter, on the "Calchas" on September 11.

AT the Midland Car Club Concours d'Elégance, held at Kings Bromley on September 12, Captain L. J. Sparke (Birmingham representative for S. Maw, Son & Sons, Ltd., London, E.C.1) was awarded the silver challenge cup for the best-turned-out car. At the Morris Rally and Concours d'Elégance (Midlands) his car was awarded third prize.

MR. PHILIP F. ROWSELL, member of the Pharmaceutical Society's Council, who has been chairman of the Devon Insurance Committee since 1917, entertained members of the Committee to luncheon at Exeter on September 13 to commemorate the completion of twenty-five years' service of the Committee under National Health Insurance Acts. Mr. Rowsell, one of the original members, presided and read congratulatory letters from the Minister of Health (Sir Kingsley Wood), Lord Addison and Mrs. Brown (wife of Mr. Ernest Brown, Minister of Labour), who was also an original member. Dr. D. O. Twining gave the toast of the "Local Authorities" and Mr. H. C. Rowe (Deputy Mayor of Exeter) responded. Captain E. E. Kemys Jenkin submitted "Devon County Insurance Committee," and Mr. Rowsell acknowledging, recalled his association with the work of establishing insurance committees. Of the sixty original members of the Devon Committee he was one of only two who were now members. In the county there was a panel of 334 doctors, another of 264 chemists, and there were 163,323 insured persons. Dr. H. C. Jonas gave the toast of the "Approved Societies," and it was responded to by Mr. E. H. Toogood (vice-chairman of the Committee). Mr. R. M. Rowe gave the health of "The Chairman," and said the great work done by Mr. Rowsell for National Health Insurance during the past twenty-five years had been of measureless value and was something of which he was entitled to be extremely proud. Following the luncheon the Committee held a meeting at the Castle. At the conclusion Mr. Toogood, on behalf of the Committee, presented Mr. Rowsell with a gold cigarette case suitably inscribed, and Mr. Rowsell briefly replied.



MR. P. F. ROWSELL

Coming Events

Saturday, September 18

Grocers' Exhibition, Royal Agricultural Hall, Islington, London, N.1. Open 10 a.m. to 5 p.m. on September 18 and 24; 10 a.m. to 8 p.m. on September 20 and 21; and 10 a.m. to 9 p.m. on September 22 and 23.

Monday, September 20

Chemists' Exhibition, Royal Albert Hall, London, S.W.7. Closes September 24.

Tuesday, September 21

Wimbledon and District Pharmacists' Association and Branches, Wimbledon Town Hall, at 8.30 p.m. Meeting to approve rules.

Wednesday, September 22

Guild of Public Pharmacists. Visit to and luncheon at the laboratories of Parke, Davis & Co., Hounslow. Coaches leave 17 Bloomsbury Square, London, W.C.1, at 12.30 p.m. sharp. List closed first post September 17.

National Pharmaceutical Union, Anglesey, North Carnarvonshire and Colwyn Bay Branch, Castle Hotel, Conway, at 3 p.m. Business meeting.

Births

Notices for insertion in this column must be properly authenticated.

DOMAN.—At 24 North Street, Chichester, on September 3, the wife of D. R. Doman (formerly Mary F. Bastow, M.P.S.), of a son.

PLATT.—On September 2, Doris, the wife of George Thornley Platt, M.P.S., 54 Princes Avenue, Eastham, Cheshire, of a son.

Marriages

FAIRBROTHER—READING.—At Beeston, Notts, on September 11, Raymond Whittle Fairbrother, M.P.S., to Ada E. Reading.

FURNESS—BURY.—At Fairhaven Congregational Church, Lytham St. Annes, on September 8, Walter Allan Furness, M.P.S., Woodlands Road, to Patricia M. L. Bury.

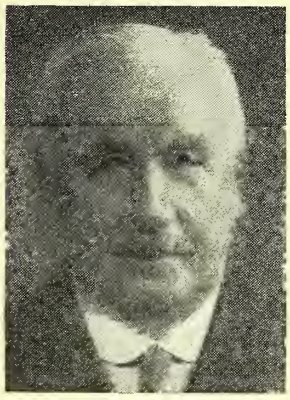
MARTIN—PAUL.—At Maghera Presbyterian Church, on September 1, by the Rev. D. Esler, B.A., B.D., Robert J. Martin, M.P.S.N.I., M.I.C.O., to Margretta Paul.

PILGRIM—BOARDMAN.—At St. Faith's Church, Waterloo, Liverpool, on September 6, Leslie Stenson Pilgrim, F.S.M.C., only son of Mr. W. E. Pilgrim, M.P.S., F.S.M.C., Grove House, Leighton Buzzard, to Ruth, younger daughter of Mr. W. H. Boardman, Anfield, Liverpool.

Deaths

GREATREX.—At 9 Endsleigh Gardens, Hersham, Surrey, on September 5, Mr. Ernest James McWilliam Greatrex, M.P.S. Mr. Greatrex passed the Minor examination in 1898.

HIGGS.—At 42 Richmond Road, Kingston-on-Thames, on September 11, Mr. Alfred Higgs, M.P.S., J.P., aged eighty-one. Mr. Higgs was educated at Christ's Hospital, London. He was apprenticed in Reading, and following further experience passed the Qualifying examination in 1878. After working in London, Brighton and Croydon, he was for a time suburban representative for Thomas Hodgkinson, Prestons & King. Later he commenced business in Kingston, and from that time onwards took a prominent part in pharmaceutical and public life. It was on the suggestion of Mr. Higgs that the Chemists' Defence Association was formed. He was one of the founders of the Thames Valley District Pharmacists' Association, while his legal knowledge was of considerable value to chemists during the time of the Profiteering Acts. He was president of the Thames Valley Association in 1903, and Jubilee president in 1928. In the latter year he was also president of P.A.T.A. On his completion, in 1936, of forty years as a magistrate in the Royal Borough he was entertained to a luncheon by his brother justices, and his portrait was placed in the Magistrates' Room at the Guildhall.



MR. A. HIGGS

"I was intimately acquainted with Alfred Higgs for over thirty years," writes a correspondent, "and marvelled at the number and variety of his activities. He had a long, and very full, life but in spite of his busy public career his heart was always in pharmacy. My first recollection of him was as president at a meeting of the Thames Valley Association many years ago at which there was an animated discussion on the problem of the hour (I have forgotten what it was), but fervent and pungent oratory came from two young members of the Association—one named E. T. Neathercoat and the other W. J. U. Woolcock. These young men were destined to make names for themselves in pharmacy, but both paid tribute often in after years to the guidance and helpful wisdom of Alfred Higgs as their early mentor. The bluff geniality, so characteristic of Higgs, and his outspoken sincerity on all occasions made him a distinct personality in the drug trade. He was from the start a keen supporter of the P.A.T.A. As is well known, it was he who originated the idea of the Chemists' Defence Association. Wherever there was fighting to be done Higgs was there, and I particularly recall his spirited defences, in and out of Courts, of chemists who were charged under the Profiteering Acts. He was very proud of having been a Bluecoat School boy, and I have by me at the moment a daguerreotype taken in 1864 of the young Higgs in his quaint medieval garments just before he went to Christ's Hospital for his first term. Beneath a somewhat overpowering manner there lurked a very kindly heart, and cases have come to my knowledge of brother chemists quietly and unostentatiously helped, financially and otherwise, when fortune had temporarily forsaken them. His last public appearance was, I think, at a meeting of the Thames Valley Association, when Mr. Linstead addressed members on pharmaceutical topics in general and the Pharmacy and Poisons Act in particular. At that gathering he appeared to be as alert and vigorous in mind as ever, but his health began to decline towards the end of June. His eldest son, Mr. Leonard Higgs, has been practically his "right-hand-man" for nearly forty years. He leaves a widow, two other sons (one of whom, Mr. L. Stewart Higgs, M.P.S., is in business in Mortlake) and three daughters."

The funeral, which took place on September 15 at All Saints' Church, Kingston-on-Thames, was indicative of the respect in which Mr. Higgs was held in pharmacy and in his home town. Among those present at the service and at the graveside were (besides his own family) the Mayor of Kingston and many members of the Corporation and leading citizens. The Pharmaceutical Society was represented by Mrs. J. K. Irvine, Mr. W. S. Howells and Mr. H. N. Linstead. The local Association (Thames Valley) was represented by the president (Mr. F. G. Davis), the secretary (Mr. C. B. Harrison), and Messrs. Durbin, Chalmers, Palmer, Slade and others. For the C.D.A. and P.A.T.A. there were present Messrs. John Keall, E. A. Atkins, Evans, Chapman and Kenningham. Mr. Peter Irvine represented the United Drug Co., Ltd.

HITCHON.—At Padiham, Lancs, on September 8, Mr. Charles Hitchon, M.P.S., aged sixty-five. Mr. Hitchon, who retired in 1936, commenced his pharmaceutical career with Mr. Cunliffe, Burnley Road, continued there after he passed the Minor in 1896 and eventually acquired the business.

SILL.—At Bidford-on-Avon, Warwickshire, Mr. Edward Joseph Sill, chemist and druggist, aged ninety-four. After qualifying in 1868, he took over his father's business at Bidford and conducted it for many years until his retirement.

WILLIAMS.—Recently, Mr. Thomas Williams, M.P.S., Littleover, Derby. Mr. Williams qualified in 1899.

Recent Wills

MR. CHARLES ARTHUR HOWCROFT, 71 Hambleton Avenue, Bierley, Bradford, chemist and druggist, who died intestate, left estate gross value £1,480, with net personalty £371.

MR. THOMAS CLEMENT MILTON, 265 High Street, Exeter, and 15 West Avenue, Exeter, chemist, who died on May 16 last, aged eighty-five, left £13,070, of which £1,209 was net personalty.

Business Changes

SAVORY & MOORE, LTD., have acquired the business of Mr. T. O. Barlow, Ph.C., 2 Palmerston Road, Southsea.

THE SCOTTISH CO-OPERATIVE WHOLESALE SOCIETY, LTD., opened a new drug department at 114 Manse Road, Newmains, Lanarkshire, on September 9.

THE business of the late Mr. George Wood, chemist and druggist, 42 High Street, Elie, is to be carried on by his widow, Mrs. Margaret Bryce Wood, chemist and druggist.

CINCHONA-INSTITUUT is the new title adopted for the Bureau tot Bevordering van het Kinine-Gebruik. The full address is Cinchona-Instituut, v. Limburg Stirumstraat 43, Amsterdam-W., but the postal address is Cinchona-Instituut, Postbus 215, Amsterdam-W.

A BOON TO TRAVELLERS BY SEA, AIR, RAIL, CAR

"John Bell" Brand

TRAVEL SICKNESS REMEDY

1/3 boxes 8/- doz. 2/- boxes 13/- doz.

JOHN BELL, HILLS & LUCAS LTD.
Oxford Works, Tower Bridge Road, London, S.E.1.

"VITAMIN TESTED YEAST"

Yeast specially prepared for medicinal purposes
GUARANTEED ABSOLUTELY PURE
MIDGLEY & PARKINSON, LTD.
Warren Works, Pudsey, LEEDS

Wyleys

COVENTRY

BISMUTH AND MAGNESIA TROPELS
(Registered)

Containing Bismuth, Magnesia, Pepsin, Bicarbonate of Soda and Peppermint, 7 lbs., **2/9** per lb.; 14 lbs., **2/8** per lb.; 28 lbs., **2/7** per lb.; 1 cwt., **2/6** per lb.

Envelopes and Cartons free with all orders.
Handsome coloured showcards on application.

EMULS. SULPHONAMIDI (WYLEYS)

Each fluid drachm (4 c.c.) contains 7½ grains (0.5 gm.) of p amino benzene-sulphonamide ($H_2N \cdot C_6H_4SO_2 \cdot NH_2$)
Pleasantly flavoured for oral administra ion in hæmolytic streptococcal infections.
Used in Streptococcal Septicæmia including Puerperal Septicæmia, Meningococcal Meningitis, Peritonitis, Scar et Fever with complications, Erysipelas, Tonsillitis, etc.
Dose: Adults, 2 fluid drachms (8 c.c.) three times a day. Children (under 12) half the adult dose, decreasing according to age.
Price: **6/-** per 8-oz. bottle; **16-oz. 11/6.** In bulk, **11/-** per lb.

On the "Chemists' Friends" List

Felsol (Regd) BRAND POWDERS

for

Asthma

Continuous Propaganda conducted with the Medical Profession.

P.A.T.A. terms upon request.

BRITISH FELSOL COMPANY, LTD.
15 CAROLINE STREET, LONDON, W.C.1

EXTRA RECTIFIED **ALCOHOL** FOR **PERFUMERY**

Write for Prices

JAS. BURROUGH Ltd. 1 Cale Distillery, LAMBETH, S.E.11

ENGLISH OIL OF CAMOMILE
(OL. ANTHEMIDIS)
From Plants Grown on My Own Farm
Also ENGLISH CAMOMILE FLOWERS
(ANTHEMIS NOBILIS)
LARGEST GROWER IN ENGLAND
R. W. B. STARKE
THE CHESTNUTS FARM, EYE, SUFFOLK

"Counter Prescribing"

The age-old right of chemists to 'counter-prescribe' is preserved to them under Sec. 19 (1) (c) of The Pharmacy and Poisons Act, 1933.

The latest edition of "DISEASES AND REMEDIES" is an invaluable standby in this connection. It provides a host of tested formulas in accordance with modern medical practice, as well as an alphabetical arrangement of diseases.

It is the Chemists' Guide to modern medical practice.

You can secure a copy of the latest edition by return of post if you send remittance value 7/10d. to

The Publisher,
THE CHEMIST AND DRUGGIST
28 Essex Street, Strand, London, W.C.2

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

W/15. Bland's pills
E/16. Brooke's sulphur and Sarsaparilla
E/16. Cremor Jecoline
D/68. Narobin powder
C/14. Dr. Plawner's super-soft toilet tissues
M/15. Sansetta disinfectant
B/15. Sunflower china tea
E/16. Taylor's skin salve

THE

CHEMIST AND DRUGGIST

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A Poisons Shuffle

In these columns last week (p. 303) attention was directed to the influx of poisons sellers since the coming into force of the Pharmacy and Poisons Act, 1933. It is of interest to note that the said Act is not without its repercussions on what may be termed the academic side, since the Council of the Institute of Chemistry have decided to submit a petition to His Majesty the King in Council in connexion with a proposed supplemental charter. The proposal will be submitted to a special general meeting to be held in November this year, so that approval of the Fellows and Associates of the Institute may agree to its presentation. The effect of this supplemental charter will be to modify the constitution of the Council so that Fellows may be directly nominated by the universities and they will hold office under the same condition as other members of the Council. The most important proposed change, however, is the establishment of a third category of members to be described as "registered members" of the Institute. These members will be required to have complied with the same training as is necessary for admission to the associateship and to hold a university degree which exempts them from any examination held by the Institute for admission to the associateship. They will also be required to submit themselves to the Institute's disciplinary code. They will not be permitted to use any letters after their names, indicating that they are registered as members of the Institute. They will, however, have their names included on a register, but will not participate in any of the facilities or privileges accorded to Fellows and Associates. A lower entrance fee and a smaller annual registration fee than the usual Associate subscription will apply. Fellows and Associates will be permitted to describe themselves as registered members of the Institute of Chemistry if they wish to do so.

The Pharmacy and Poisons Act, 1933, therefore, is likely to cause yet another important change, this time in a proposal to alter or, at any rate, to amend a charter. The reason for this far-reaching proposal, it may be recalled, is the exclusion of university graduates from the provision authorising that persons supervising the manufacture of pharmaceutical preparations containing poisons must either be members of the Institute or registered pharmacists, both of whom are under professional discipline. In becoming registered members of the Institute, university graduates will, provided this supplemental charter is granted, be recognised as authorised persons to supervise the manufacture of pharmaceutical preparations. Whether or not university graduates as a body will accept the proposal of the Council remains to be seen. One important result of the granting of such a charter may be that the Institute will become more completely recognised as the registration authority for the profession. Secondly, such a step by an important body on behalf of university graduates already confirms the view that, thanks to the ramifications of the poisons trade, it is more than ever worthy of the attention of pharmacists who, by tradition and training, have a just claim to take precedence over other claimants whether they are "town" or "gown."

The Chemist and Distributor

Distribution, as a captain of industry recently remarked, is one of the most important branches of commerce. Other captains of industry may look askance at such a statement. Nevertheless, it is undoubtedly true that at the Christmas season of the year distributors are by far the most important persons of the trading community. They can to their heart's content "beggar their neighbours," who, it should in fairness be added, do not mind in the least. Among the distributors, the chemist is held in high esteem by the purchasing public, and manufacturers in many branches of industry will cater especially for him if he co-operates. He is in a unique and happy position, being able to supply the "present" needs of the season, and when it is all over once again, to help his customers towards recovery from this annual festival with sound advice and effective medicine. This year, gift manufacturers seem almost to have excelled themselves in the general attractiveness and artistry of the goods which they have specially prepared for the Christmas season.

In this issue of The Chemist and Druggist, we have endeavoured so far as is possible to give a representative indication of the multitudinous offerings. Gift items illustrated include photographic products, perfumery, soaps, brushware, bath luxuries, manicure sets and accessories, shaving requisites and novelty products. We have included two window displays utilising the manufacturers' products we have received. One display represents the Christmas window with decorations appropriate to the season, the other being a plain and unadorned representation of a similar array of articles. The importance of the coffret as a Christmas gift is reflected in the handsome examples illustrated. Brushware is certainly marked out anew for Christmas gifts, and manufacturers in this department also have produced articles which will bring delight to their recipients. Perfume sprays and powder puffs are available in great variety, and the potpourri jars, of which a feature was made in this issue of

two years ago, are still much in favour. Although the bulk of articles displayed have obviously a feminine appeal, gifts for men are not lacking, and attention is directed to the illustrations and notes elsewhere. They include coffrets with brilliantine, shaving soap, talcum powder, shaving brushes and razors. The special 16-page inset has been carefully displayed and type selected, first with the view of showing the goods to advantage, and secondly to indicate various ways in which such articles may be shown conspicuously in catalogues and similar advertising matter issued by or on behalf of retail chemists at the Christmas season. The selling of toilet luxuries is particularly bound up with the use of devices and display settings for bringing them to the favourable notice of the right class of buyers. For this reason, an article on the display of perfumes in the pharmacy is opportune, while readers will no doubt be interested to compare and contrast the display methods adopted by leading Paris perfumery manufacturers in another section. This number also carries an important volume of advertising announcements from the leading manufacturers. The advertisement pages in themselves constitute an important Christmas buyers' guide and should be of considerable assistance to the trade in making this Christmas a satisfactory one from the selling point of view. There is every reason to expect that trade this year will be better than it has been for several years past, thanks to the increased number of persons in employment.

Pharmaceutical Employees' Wants

Less than a score of pharmaceutical assistants attended the meeting of the Association of Pharmaceutical Employees held at Bloomsbury Square on September 14—a number which in no way represents those who are employed in pharmacies in or around London. At one time there was a chemists' assistants' association in London which was very much alive, and one is bound to raise the question as to why such meetings are nowadays so sparsely attended. One viewpoint is that the Press is unable or unwilling to give publicity to employees' meetings. So far as The Chemist and Druggist is concerned, these columns are always open to pharmaceutical employees no less than to employers. We understand that, apart from an address by Mr. S. G. Hobson on socialistic lines, the proposals made at the meeting were to the effect that there should be a forty-eight hour week and that salaries should be graded. It is difficult to see how problems such as these can ever be settled while the major issues before the craft are undecided. There is no conflict in the main between pharmaceutical employees and their employers, who are the victims of circumstances more often than not, so far as hours of service and wages paid are concerned. Employees have to remember that proprietor-pharmacists today are labouring under several injustices, and since the employees of today may be the master pharmacists of tomorrow, it behoves them to work for pharmacy as a whole and let sectional interests be secondary for the moment. Pharmacy should not be made a battleground for any political party. If politicians wish to improve social conditions in the drug trade, then they can be of material assistance in the House by acting as spokesmen for a trade which is without any real voice there, despite the assurances from headquarters that this is not so.

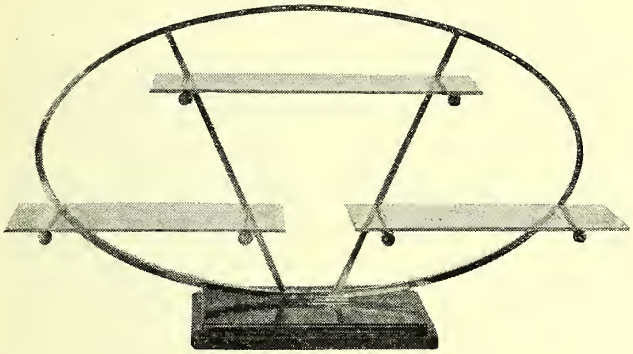
The main plank in any association of pharmacist employees should rest on the fact that under the Pharmacy and Poisons Act, 1933, every pharmacy must have one qualified chemist in charge. Pharmaceutical employees, therefore, have an importance today as a body which they had not prior to the passing of the Act, but their influence in regard to employers generally can best be exercised by directing their energies, as we have pointed out already, to the major problems which beset the craft; thereafter, conditions and rates of pay for services are more likely to improve. It must be granted, however, that pharmaceutical employees have reasons for a measure of discontent, leaving out any question of service and salary. Apart from giving facilities for holding meetings, the Council of the Society, so far as we are aware, show little interest in employee-pharmacists. The National Pharmaceutical Union has practically no use for employees. There is no reason why such conditions should continue, especially as the qualification has now a position of some legal importance in the conduct of pharmacy, and the number of non-proprietor pharmacists constitute fully half of those on the Register.

Cheaper Geranium Oil

During the past five years the demand by consumers, principally soap makers, for geranium oils appears to have been on the decline. This may, at least in part, be accounted for by the exceptionally cheap prices at which bergamot oil has at times been quoted during this period, and partly due to the high prices ruling since 1931 for geranium oil. Sales of the Sicilian oil were recorded at anything from 5s. to 10s. per lb., for bulk quantities, while geranium oils ranged from 22s. up to as much as 30s. per lb. We are not suggesting that the Sicilian oil could be and, in fact, has been used as a substitute for the Algerian and Bourbon products, but it does seem that the weak market in bergamot of recent years, coupled with the dearer prices for geranium oil, due chiefly to exchange movements, has had the natural effect of tending to make soap makers alter their formulas so as to include more bergamot and correspondingly less geranium oils. The cheap bergamot was due to unusually weak market conditions. Now that the Consortium is in operation and the price has recovered to a normal level, having regard to the cost of production of this hand-made oil, and looks like being maintained fairly steadily at the current shipment figure of 15s. 3d. per lb., c.i.f., soap makers may well find it rather beyond their reach to use on the same scale as hitherto. Actually, the shipment prices in French francs of the Bourbon and Algerian geranium oils have moved within narrow limits during the past five years. When the £ went off gold in 1931, and the franc was at about 70 to the £, the shipment quotation was not much under 200 francs per kilo. Today, with the franc about 146 to the £ the quotation is still little more than 200 francs per kilo, but the price, in sterling, has been approximately halved. Considerable quantities of this oil used to be consumed by soap makers; it was their chief perfuming medium. It is extremely easy to use and requires very little fixative and it is most economical in use. Bergamot will, of course, continue to play a not unimportant part in the make-up of many soaps, and its uses in other directions will not be likely to be affected, but on present values it would seem a freer consumption of geranium oils by soap makers may well take place. To them the higher cost of bergamot is amply balanced by the cheaper geranium oil which is now on offer.

Perfumery Displays in the Pharmacy

IN most of the department stores, specially designed perfumery departments may now be seen ; many of them supplied by, and operated in conjunction with, manufacturers of beauty preparations. Some of the more recently fitted are in delicate shades of flesh pink, which give them distinctive character among other departments, ensuring easy identification by women buying cosmetic or toilet goods, while at the same time attracting the eye of those passing through the store to other departments. The craftsmen responsible for the construction and design of the fittings have been remarkably successful, not only in achieving high standards from the æsthetic point of view, but also in imparting an air of intimacy and femininity. Conducive to quick service, they are also built to give facilities for effective display. Sometimes the selling staffs of these specially designed departments have neat uniforms to match or blend with the colour scheme of the display and service equipment. One store has an illuminated canopy carrying the word "Perfumery" in stencilled letters along its edge. Several have perfumery departments designed as separate "shops," in accordance with the present trend

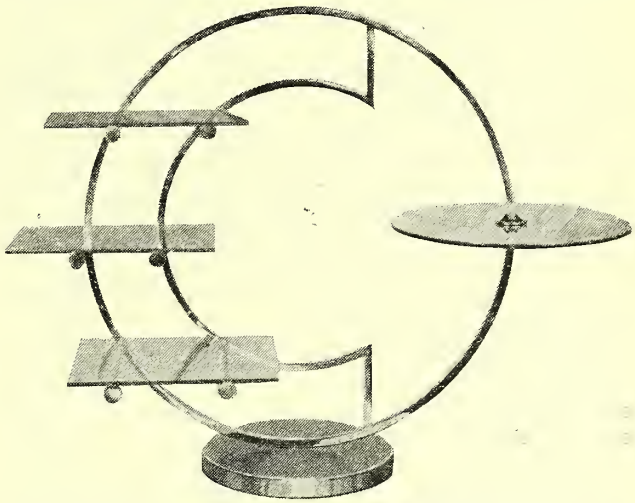


towards a greater degree of specialisation in store trading. At one store the writer was told that every assistant attended a course in beauty treatment before being allowed to serve behind the counter, with the result that the perfume shop in this emporium has a pseudo-professional atmosphere. The assistants are not merely salesmen ; customers consult them before buying, and purchases are therefore made with greater confidence.

How, it may be asked, does this sort of thing affect the pharmacist? He may be inclined to say: "Let them get on with it. It is just a passing phase. The department stores must continually be introducing new stunts in order to keep their end up." There may be a certain amount of truth in this view, but more probably this manifestation is something other than a "passing phase." The cosmetic business has come to stay. Some women can afford to go to a beauty expert. Some are content with a visit to the hairdresser. Numbers go to the department stores, many of which now have their own beauty parlours. Yet still the majority of women are buying these things spasmodically and on impulse, and a considerable volume of beauty business goes to the seller who makes a good display. Herein lies the chemist's opportunity. He can build up a valuable trade in cosmetics and perfumery if he will take the trouble to present this portion of the stock in the same attractive way as it is presented in the departmental store, although, naturally, on a smaller scale. This can be achieved by elegant showstands, by sectionalising the goods, or by lighting effects.

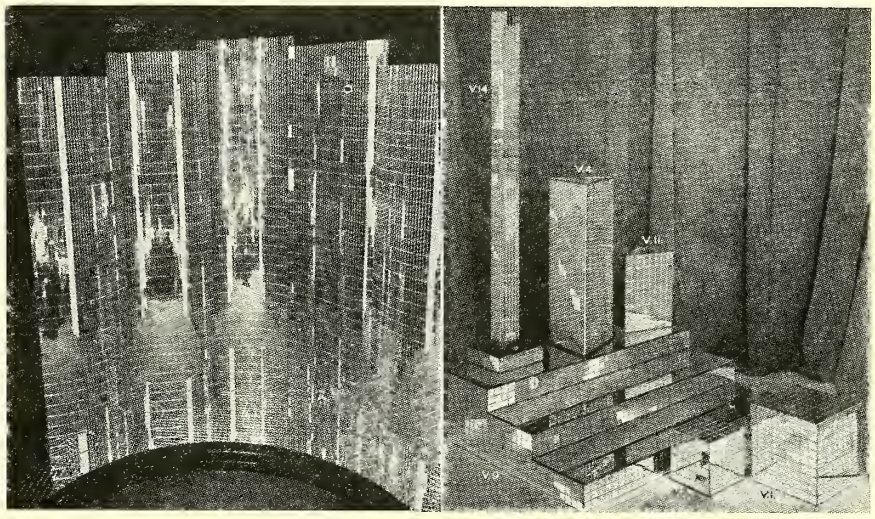
Perfumery Corners

There is no pharmacy so small that it cannot afford space for a perfumery corner or display alcove. Many are large enough to justify the installation of a miniature perfumery and cosmetics department. Without striving after effect, or



Above and left: *New designs in display stands suitable for perfumery products.* (*Frederick Sage & Co., Ltd.*)

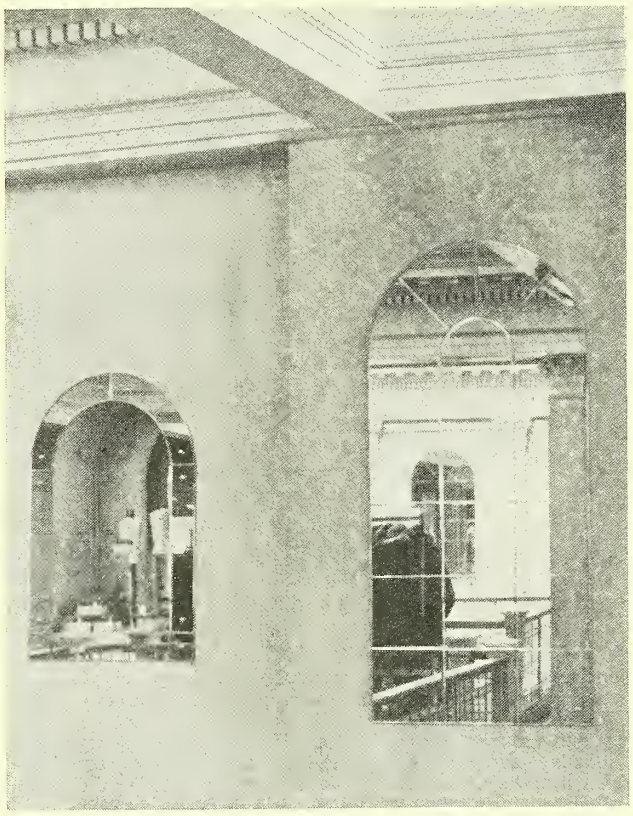
spending disproportionately on fittings, it is quite possible to give this section of the pharmacy its own attraction value. A distinctive colour scheme may be an impracticable proposition, but individuality can be achieved by using the right kind of display and service equipment. One type of equipment which may be noticed is an island fitting with a semi-elliptical shaped top for display and cupboards, drawers, or open shelving at the back for stock. S. Maw, Son & Sons, Ltd., introduced such a fitment about two years ago for sundries such as tooth-brushes, shaving-brushes, manicure requisites, combs, and similar items. The stand is finished in a pastel green shade, and



"Flexible glass" used as background screen and as facing for display prisms

a similar fitment is made in white for surgical goods. The former is relieved by chromium mouldings and the latter with thin brands of red. Both are obtainable in three sizes: 6 ft. 1 in., 4 ft., and 2 ft. 8 in. long ; 2 ft., 1 ft. 3 in., and 1 ft.

1 in. deep, respectively, and all in a standard height of 3 ft. It may be that no chemist has yet had one of these fittings cellulosed in flesh pink, peach, pale mauve, pale green, pale blue, or lemon, and employed it for cosmetics displays. Yet why not? Colour has come into shopfitting, and although some



Display alcove (left) in a Brighton department store

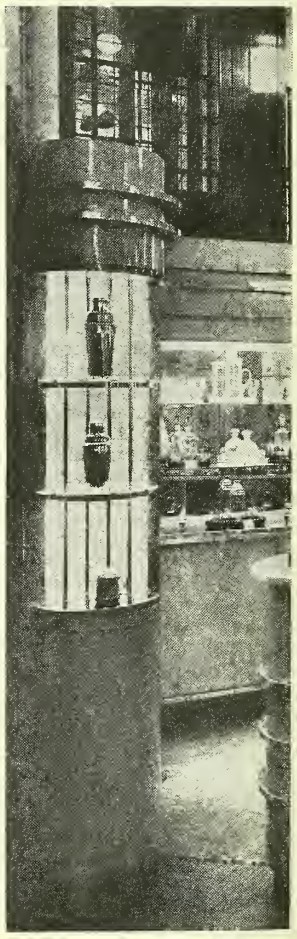
may still prefer their dignified and dark mahogany for the dispensing screen and counter, there seems to be no reason why a discordant effect should follow the use of colour for the lighter, "fashionable" merchandise. Nor is there any reason why this should look incongruous when within a few feet of rows of shop-rounds, so long as the character of the pharmacy is preserved by keeping everything in proportion. Notwithstanding the steady increase in the demand for cosmetics, this department should always appear subsidiary to the pharmaceutical activities. Interest can be added to this side by an occasional change of colour, and this has been made a simpler and more economical proposition by the new process of french-polishing distemper, now favoured by some of the shopfitters as an alternative to cellulose lacquer. The former can be applied on the premises while cellulosing is a job for experts under officially regulated conditions.

Small Fittings

The next best thing to the specially designed department is the employment of a suitably dainty type of display fitting. This year many stands of entirely new design have been produced which are well suited to the requirements of perfumery display. Chromium-plated metal and black glass have been skilfully combined by some of the display-equipment specialists to show off dainty packs to advantage. Among recent examples are circular and oval designs in square section metal with arms projecting in pairs for the support of the glass shelves. The sweeping curves of these have a grace and delicacy that is not suggested by the ordinary straight or oblique type of metal stand supporting glass shelves in tiers. For that reason, the newer stands may be thought preferable for use with this essentially feminine merchandise. Another very suitable stand is one of arched design with a bell-shaped reflector suspended from the centre of the arch, within which is concealed a lamp for flooding light downwards on the shelves and the portion of the counter within about a foot radius. The metal parts of this stand have a bronzed finish. Considerable scope for varied methods of displaying perfumery, either on the counter or in the window, is afforded by the use of two-way metal clips in bronzed, chromium, or gold-plated finish (the latter make a delightful combination with peach-tinted glass), in conjunction with glass plates of varying sizes and shapes. The clips for holding two edges of glass together are made in several different combinations, so that vertical glass strips or sheets can be joined to horizontal shelves or cross pieces. They are tightened by means of slot-headed screws turned with a coin, so that no tools of any kind are needed for assembling.

Methods somewhat similar to those used for jewellery display can be employed with advantage for the presentation of perfumery. Small stepped fittings covered with cream or flesh-coloured velvet or fabric look effective at each end of the counter. Another attractive device recently seen was a fitting made of plywood and finished in cream distemper. Two were used in couple, one at each end, with sloping sides running at right-angles to each other, and fitted flush with the end frame and back frame of the counter. Fitted between these two sides were quarter-circle shelves of graduated sizes.

Display alcoves have been referred to. The term is used rather loosely to describe open spaces that form breaks in a run of wall-fixtures, or open-fronted recesses in a wall or false wall, or niches let into corners, window backs, or other positions. These alcoves can be given up to small, tastefully arranged groups of merchandise, and have become a recognised part of shop design to-day, although not yet used to the extent that they might be in pharmacies. Where space is limited, it may be possible to introduce a display alcove for perfumery when a special island unit or wall-fixture would be out of the question. The advantage of an alcove is that it provides an excellent means of introducing tempting little incidental displays of perfumery and cosmetics to catch the eye of shoppers waiting to be served. A typical example is shown in the opposite column. In this instance, the small arch-shaped recess is surrounded by a mirrored band, and has a mirrored back, while the return (sides) and base are faced with limed oak similar to the wall lining. This small illustration should be sufficient to provide inspiration for chemists who wish to increase their trade in perfumery and cosmetics without trespassing on the space given up to pharmacy proper. An interesting point about the display in this alcove is that the shelf—hardly visible in the illustration—is supported on a roll of "flexible glass." This material, which takes the form of small tesseræ of mirrored or coloured opaque glass on fabric, a kind of glass mosaic, is another useful display item for use in conjunction with perfumery. It can be obtained in rolls for use as a background, or in made-up cubes, steps, blocks, or other figures for use as supports for displayed merchandise.



Fixture-end converted into a neat and eye-catching display space

Many chemists have columns or stanchions in their shops for supporting the superstructure. Good use might be made of these for perfumery display by having neat showcases built around them and illuminated from the top or back. A similar principle might be applied to the ends of fixtures.

CHRISTMAS CORDIALS and Parlour Drinks

THAT gift-buying leaves customers with little time to be ill has often been remarked by chemists. They see their drug-counter takings going down and are inclined to accept the position with a sort of "swings and roundabouts" philosophy. Yet it may not be outside the bounds of possibility to give a new fillip to the drug department during the course of "present-buying" fever. The nucleus is in those recipes for ginger wine essence which are such a frequent Saturday night call at shops in suburban and working-class districts. There are manifold opportunities in non-alcoholic beverages that need not involve heavy stocks in the drug department at a time when the resources of the business require to be concentrated largely in the toilet goods and fancy departments. Three classes of trade may be encouraged. First, there are familiar proprietary preparations, many of which are already stocked at the majority of pharmacies.

Own Specialities

Secondly, there is the possibility of marketing one's own speciality drinks. Finally, there are the loose drugs used in the making up of customers' own recipes. About the last there is no need to say much, except that this type of business generally follows of its own accord when the other two grow—why, it would be hard to say, unless customers like to practise economies by having bottles refilled, even though the new contents may not be identical with the original preparation. With regard to the specialities, it is hoped that the following recipes will be of assistance to any chemist who decides to work up this class of trade; whilst the illustrated review given of suitable proprietary preparations will form the best possible guide to the potential scope of the department. One word of warning is necessary. A licence is required for the manufacture of what are known in the licensed trade as "sweets" and the term covers all beverages prepared from fruit and sugar, with or without other ingredients, if the liquor has undergone a process of fermentation. The term "non-alcoholic" is applied to beverages containing less than two per cent. of proof spirit (approximately one per cent. of ethyl alcohol). The words beer, ale, porter or stout may not be applied to any non-alcoholic beverage, no matter how modified by other words, the only exceptions being the statutory exemptions ginger beer and ginger ale.

The recipes for beverages are taken from "Pharmaceutical Formulas," Vol. II.:—

ORANGEADE

Soluble essence of orange	3 oz.
Solution of orange colour	½ oz.
Foam syrup	2 dr.
Citric acid solution	4 oz.
Syrup ... ... to	1 gall.

A suitable foam syrup is obtained from a tincture of quillaia made by percolating the powdered bark with a menstruum consisting of one part of alcohol (90 per cent.) and three parts of water, decolorising by filtration through charcoal.

Summer or winter, stone ginger beer is a popular drink. Here is a formula making use of the same foam syrup as used in the orangeade.

STONE GINGER BEER

Soluble essence of ginger	2 oz.
Soluble essence of lemon	1 oz.
Solution of tartaric acid (7 oz. to 10 oz. boiling water)...	2½ oz.
Essence of cognac	½ oz.
Foam syrup	2 dr.

Mix with a gallon of syrup.

GINGER ALE

Caramel	½ oz.
Citric acid solution	4 oz.
Ginger ale essence	2 oz.
Syrup ... ... to	1 gall.

CORDIALS

Cordials are of two kinds, viz., alcoholic and non-alcoholic. The former are excisable and are chiefly sold in hotels and licensed premises; they are closely allied to liqueurs. The non-alcoholic cordials are made in great variety and are

generally of a fruity character; during recent years they have acquired great popularity as beverages to be diluted for use in the household and for picnic purposes. The following is a general formula for making fruit cordials:—

Cinnamon	5 dr.
Clove, Nutmeg ... ...of each	2 dr., 24 gr.
Alcohol (49 per cent.)	a sufficiency.
Fruit syrup ... ... to	35 oz.

Reduce the solids to No. 40 powder and percolate with alcohol (49 per cent.) until 9 oz. of percolate is obtained. To this add the syrup. Mix with 2 dr. of talc and filter.

LEMON AND LIME SQUASH

Lime juice	20 oz.
Lemon juice	20 oz.
Citric acid	3 oz.
Essence of lemon squash	2 oz.
Syrup	2 gall.

Colour if desired.

BLACK CURRANT WINE ESSENCE

Essence of black currant	8 oz.
Vanillin	4 gr.
Gingerin	5 gr.
Tartaric acid	2½ oz.
Caramel	2 oz.
Water	3 oz.
Syrup ... ... to	16 oz.

Triturate the vanillin and gingerin with the essence gradually added. Dissolve the tartaric acid in the water, add the caramel and the essence mixture, and make up to 16 oz. with syrup. Set aside for a few days and decant. (2 oz. to a quart of thin syrup.)

The following points may be noted in regard to the illustrations:—

1. Lem-o-Gin, a blend of many ingredients, principal amongst which are lemon, glycerin and ginger; "Wee Ginger" wine essence, flavoured with orange and port-type essence; and Grapex, a concentrated grape fruit essence modified with a trace of quinine, are put up by TRINITY LABORATORIES, LTD., Blackburn, Lancs. Referring to Wee Ginger, the makers state that it has been subjected to a special process of maturing in bulk, to eliminate harshness of flavour. The standard outers contain three dozen "pimple dimple" bottles in triangulate cartons. Samples will be sent post free to any chemist on application to the makers.

Mason's ginger wine essence, issued by NEWBALL & MASON, LTD., Nottingham, is one of twenty-four flavours at a uniform price. Each is prepared for drinking in the same way, with half to three-quarters of a pound of white sugar and one pint of hot water. Many users prefer to dilute with soda water. Details as to bonus terms and display matter should be obtained from the makers.

Pennine ginger wine essence, the remaining preparation illustrated in the first group, is a concentrated essence issued by THORNTON & ROSS, LTD., Linthwaite, Huddersfield, Yorks. Each bottle is sufficient for making one gallon of ginger wine. The bottles are also of the "pimple dimple" type.

2. The lemon squash and lime juice cordials illustrated belong to a series which also includes orange squash and grape fruit, issued by James Burrough, Ltd., Lambeth, London, S.E.11. They are made from fresh fruit and cane sugar. Beside them is illustrated Burrough's Gold Medal ginger wine (non-alcoholic) in attractive conical bottles. The beverage is a favourite with both adults and children.

3. L.B.W., described as the first brand of lemon barley water in this form, is manufactured by L.B.W., Ltd., Newcastle-upon-Tyne. The makers have received many letters from medical men commenting on its excellence where a large fluid-intake is indicated. Reference may be made to green-label (instead of blue) L.B.W. (left). This is sweetened with glucose instead of sugar.

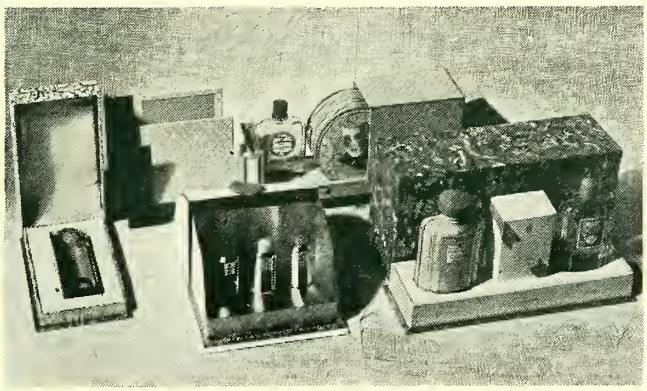
Robinson's lemon barley water, manufactured by KEEN, ROBINSON & CO., LTD., Norwich, has as its base Robinson's patent barley, and is prepared to a well-tried recipe for this product. The lemon flavouring is provided by natural lemon juice, and sugar is also added. If stored under reasonable conditions this product will, the makers state, keep indefinitely.

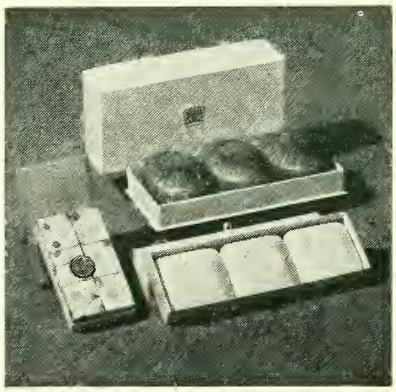
Reigate brand black currant aromatic pure fruit concentrate is manufactured by WHITE, TOMKINS & COURAGE, LTD., Reigate, Surrey.

6. A consideration of fruit drinks would hardly be complete without mention of Sparklet syphons for home soda-water preparation, manufactured by SPARKLETS, LTD., Westminster, London, S.W.1. In addition to the standard wire-

covered glass syphon, which has been popular for many years, there is a new model. This is an all-metal "streamline" syphon of most attractive design, which has the additional advantage of an extra long spout, though it weighs only 2½ lb. This syphon is offered in chromium body with black or red head and stripes; in ivory body with black head and stripes; and in black body with red head and stripes; each syphon packed with three bulbs.

GIFT ITEMS from ALL DEPARTMENTS





Photographics

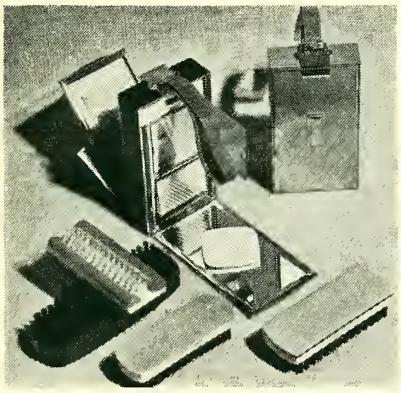
Each Kodak gift set (KODAK, LTD.) contains camera, carrying case and film. The example illustrated is a Six-20 Kodak Junior.

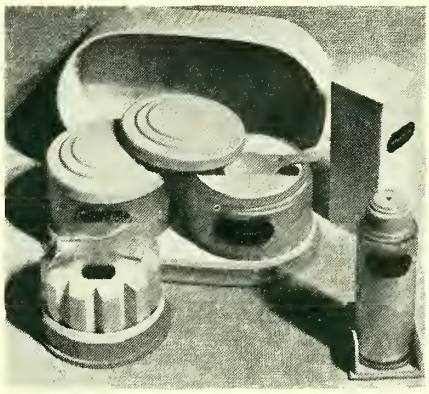
Perfumery

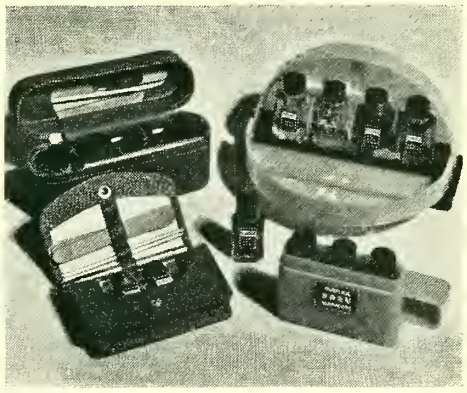
Coffrets are again numerous. Above are examples by PARSCENT, LTD. (rear), containing Mascarade perfume, face powder and lavender water; and three by COTY (ENGLAND), LTD., containing (left) cut crystal bottle of perfume; (centre), three "pursers," each with different perfume; and (right) "feather" bath salts, eau de Cologne and toilet soap.

Soaps, etc.

Boxed soaps are specially dealt with elsewhere. Above are boxes by VINOLIA, LTD., containing (left) six bath salts tablets; (rear) three Wallflower bath soaps; and three lilac toilet soaps.







Toiletries

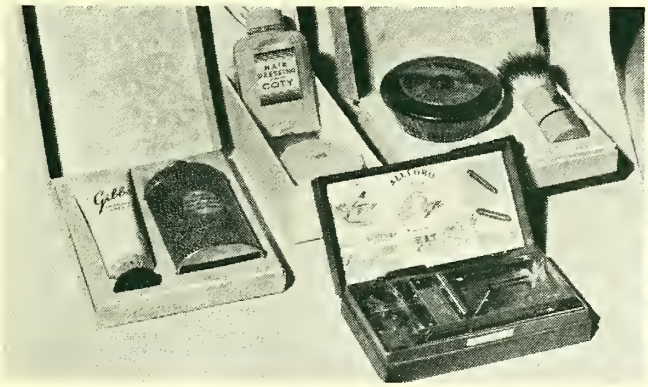
The Park Lane vanity case, obtainable from wholesalers, is a case $4\frac{3}{8}$ in. by $2\frac{3}{8}$ in., with compartments for mirror, powder, rouge, comb, lipstick, cigarettes, matches, stamps. The nail brushes are by BRITTON, MALCOLM & WAYMARK, LTD.

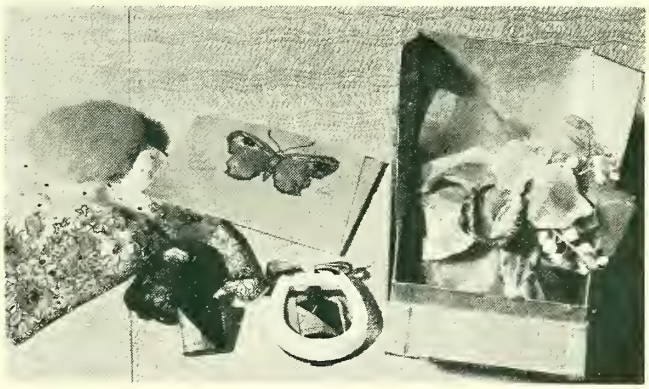
Bath Luxuries

Bath soap, talcum powder and set consisting of bath powder (with scoop) and bath talcum (with puff) in a new series by FONTAINE (PERFUMES), LTD., who were awarded gold plaque in recent "Shelf Appeal" packaging contest.

Manicures

Examples from a range of Manex manicure cases and preparations, by MANEX, LTD. The cases shown are the Airline (rear, left); Japanese (rear, right); Cruising and Baby manicase. At the centre is Manex nail polish.





Shaving Requisites

Gift boxes by D. & W. GIBBS, LTD., containing (rear, left) shaving cream and talcum power and (right) shaving bowl, shaving brush and styptic pencil; gift box containing shaving soap and hair dressing by COTY (ENGLAND), LTD.; and Allegro automatic honer and stropper for safety razor blades (Gillette model shown), distributed by CONDRUP, LTD.

Novelties

Handkerchief puff in Macclesfield silk, with tinted down centre; handkerchief puff in novelty butterfly envelope; lavender sachet mounted with artificial orchid and lily. SPENCER BROS. Evening in Paris perfume in blue bakelite tortoise case; and white horse-shoe novelty container. BOURJOIS, LTD. Other novelties on a subsequent page.

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The fashion of 1937-38 requires beauty preparations in a series. Most makers now offer beauty boxes that make attractive presents.

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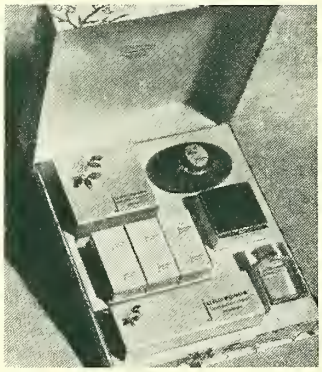

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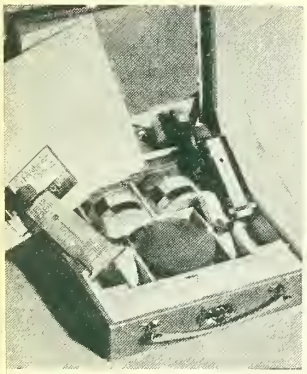
BEAUTY BOXES

AS CHRISTMAS GIFTS



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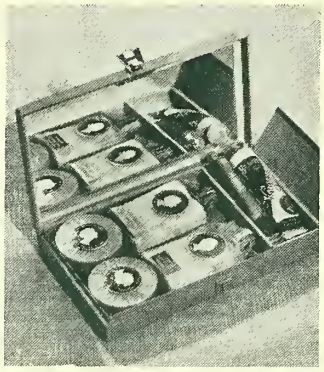

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On this and the opposite pages are shown examples of cases containing complexion creams, lotions and beautifiers and, in others, groupings of make-up colours and applications.

TO suggest that the 1937 season will be a Beauty Box Christmas may be less than just to the numerous other varieties of gifts that the chemist will stock. Nevertheless, the statement warrants careful consideration by retailers whose thoughts have perhaps been running on the lines of the most popular gifts of other years. It is clear that cosmetics have reached a new stage in their development. There was the stage of working out new formulas, when a spate of new preparations appeared on the market. There followed the period when makers unified their various preparations into closely related families in similar guise. Now has come the culmination, when complete families of products are being issued in compact and presentable cases according to the requirements of the user, many of them in a suitable form for use while travelling. Beauty boxes are of two main classes. There are those in which the emphasis is mainly on treatment of the skin. In others, the items centre upon colourings to be applied to the complexion.

Notes on the Illustrations

Two of the three beauty boxes issued by YARDLEY & Co., LTD., are shown on the opposite page (Nos. 1 and 3). The first is a white embossed box containing foundation cream, skin food, English complexion cream and powder, toning lotion and complexion milk. The second is a travelling (attaché) case containing the same items.

A presentation case of Tosca products (face powder, cream, soap and eau de Cologne) is one of several offered by R. J. REUTER CO., LTD. (No. 2).

"Eye-matched" make-up has been popularised by RICHARD HUDNUT, LTD., who offer a coffret (No. 5) containing face powder, rouge, lipstick, eye shadow and mascara. No. 4 is a smaller coffret containing Gemey face powder, lipstick and rouge.

A box by MORNY, LTD., decorated with a quaint pastoral design on pale green background, contains June Roses complexion powder, foundation cream, vanity case, toilet soap, perfume and bath salts.

Jane Seymour (JANE SEYMOUR, LTD.) recommends separate treatments for dry, normal and greasy skins, and offers the necessary preparations for each treatment in lizard-finish, compact travelling (attaché) cases (Nos. 7, 8 and 11).

The Gladys Cooper beauty preparations, now marketed by CHARLES MIDGLEY, LTD., are put up in an attractive series of compact beauty boxes, of which we illustrate three (Nos. 9, 10 and 13). No. 9 is a miniature case in metal, No. 10 a circular, miniature attaché case in leatherette, and No. 13 a larger case in metal. All are in *eau de Nil* colour to harmonise with the packings.

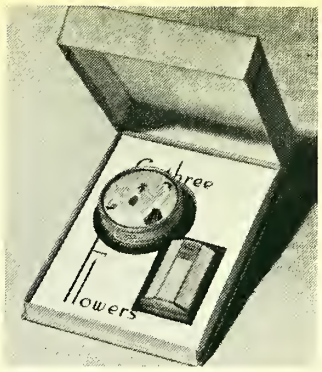
The Three Flowers coffret (No. 12), containing face powder and perfume, is by RICHARD HUDNUT, LTD.

Colour harmony depends on the application of a number of different preparations according to the user's type, and various groupings are to be had in the make-up cases of MAX FACTOR, HOLLYWOOD & LONDON (SALES), LTD., of which Nos. 14 and 15 are representative examples.

A miniature beauty box by SOUPLEX, LTD., is illustrated (No. 16). Of resinoid material, the box measures only $3\frac{7}{8}$ in. by $2\frac{1}{8}$ in. by $\frac{7}{8}$ in., and is fitted with rouge, powder, lipstick, comb, mirror, eyebrow pencil, tweezers and an automatic cream container which cannot crush or allow the cream to escape. The outfit is issued in blue, pink, green and amber.

Beauty of the hands demands its special treatments to-day. One of the most complete sets we have seen is the Manicase by MANEX, LTD., illustrated (No. 17). This case is finished in ivory, jade, rose, blue or black. It contains cuticle solvent, nail polish and remover, orange sticks, emery boards, cotton wool—everything necessary, in fact.

Frequently customers ask for empty cases for filling with their own favourite beauty preparations. The last illustration (No. 18) shows a compact, fitted case offered by MARRIS'S, LTD.



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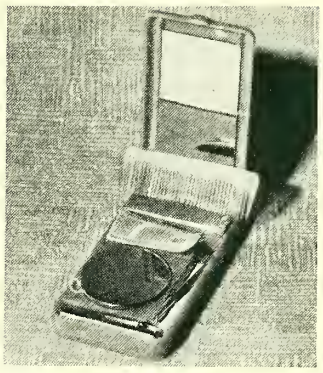
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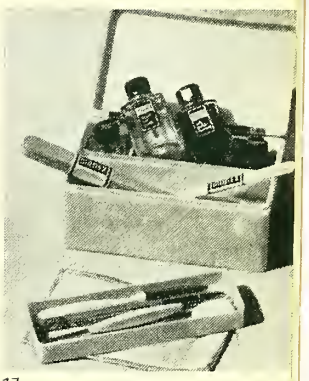
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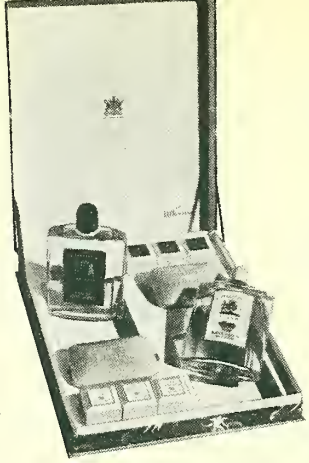


GIFT CASE containing eau de Cologne, lavender water, soap and bath cubes *J. & E. Atkinson, Ltd., London.*

COFFRETS

GIFT COFFRET containing Lavender water, powder cream, talcum powder and bath crystals. *Potter & Moore, Ltd., London.*

GIFT CASE containing vanity case, lavender perfume, bath tablets, talcum and face powders and soap. *Yardley & Co., Ltd., London.*

GIFT CASE containing Californian Poppy perfume, face powder, cream and puff with pochette. *Proprietary Perfumes, Ltd., London.*

PRESENTATION COFFRET containing 4711 eau de Cologne, toilet soap and bath cubes. *R. J. Reuter Co., Ltd., Slough.*

GIFT COFFRET containing Narcisse talcum and two tablets of toilet soap. *Richard Hudnut, Ltd., London.*

GIFT CASE containing talcum powder and bath salts tablets, perfumed Heart of a Rose, Golden Morn, etc. *Dubarry Perfumery Co., Ltd., Hove.*

AS GIFTS

IF the number of new issues may be taken as evidence, presentation boxes containing two, three or a larger number of perfumery products in the same series are likely to be as popular this year with customers as they have been during the last few years. A number of makers favour coverings bearing their own distinctive designs, most of which are not only in gay colours that compel admiration, but the patterns themselves are in many instances composed of quaint artistic conceits that can be relied upon to tickle the fancy of the average gift buyer. Thus there are patterns representing snow scenes, pastoral asides, sporting turns, fairies and the like, which could readily be turned to excellent account by any display-minded chemist looking for a setting for his Christmas windows. The little greeting cards with tear-off prices are another useful selling feature of many of the year's gift cases, and must facilitate the selling of these goods, of which the prices would be difficult to memorise. The point may be made that other special sections in this issue of THE CHEMIST AND DRUGGIST include items which might also be considered under the title "Coffrets," but it is felt that as much subdivision as possible is an advantage to the buyer in search of stocks. Apart from the fact they are welcomed as gifts, coffrets have another advantage. They provide a subtle yet effective means of educating users of perfume, in that a series of toilet articles, including soap, bath salts and perfume, diffuse the same odour, and thus the clash of perfume, which is frequently noticeable when various perfumed articles are used, is avoided. Another advantage is that different perfumes may be used at different times of the day, or even in different surroundings, according to the number of coffrets available to the user. This consideration may influence recipients of more than one set who might otherwise wish to exchange coffrets as redundant when the shop reopens after the Christmas vacation.

GIFT SET of bath luxurie containing Gardenia ba essence, talcum powd and soap. *Morny, Lt London.*

GIFT CASE containing Vanessa face powder, soap and bath cubes. *Dubarry Perfumery Co., Ltd., Hove.*

COFFRET containing Lu Jersey eau de Cologne two tablets of toilet s *Luce's Eau de Col Co., Ltd., Southampto*

PRESENTATION COFFRET containing Evening in Paris perfume, eau de Cologne, face powder, vanity case and perfume spray. *Bourjois, Ltd., London.*

CHRISTMAS COFFRET containing Peerless Erasmic soap, perfume and vanishing cream. *Erasmic Company, Ltd., Warrington.*

SUGGESTIONS FOR

1. Without adornment

THOSE who plump for a "good old-fashioned" Christmas display, full of "Christmas atmosphere," should skip this page and pass straight on to the next. It is obvious that two irreconcilable viewpoints are held on this subject, and our endeavour has been, not to side with one or the other, but to provide something of interest and service to holders of both. On this page, therefore, is a picture in which the goods on show are made to speak for themselves in a display devoid of special Christmas material. The background is any plain, light material that will pass unnoticed by the onlooker, who will, it is hoped, be occupied with examining the goods on display. Thus every item is placed so that it directly faces a person standing before the centre of the window. "Naturally!" someone may say. But this practice is not found to be invariably followed. A good way of securing it is to imagine concentric circles with their centre upon a line down the middle of the window-glass. If each article is placed at a tangent to this imaginary circle, automatically it faces the shopper. All that remains is to see that the straight line between each article and the shopper's eye is clear of other goods. These considerations, though difficult to illustrate, are fairly well brought out in the picture.

WINDOW DISPLAYS

2. Resort to Artifice

EVEN in monochrome, this display is of arresting appearance. In full colour, it is bright with the warm colours traditionally associated with Christmas window displays. The background is red, the central Father Christmas white on a red crêpe bannerette, between tubes of white and green. Above, the snow scene of a decorated crêpe border glitters with tinsel spatterings. Below, the deck of the window is of rucked white crêpe. The bannerette and decorated crêpe are typical of a range that includes many alternative patterns, so there is small chance of one's display setting being repeated in neighbouring windows. The display illustrated is built up on chromium-plated tripods, glass ovals and a single long glass shelf. Although the goods shown are not identical with those set out in the display on the opposite page, they are closely similar, since both were taken from among the numerous articles sent in for review in our editorial columns. They thus provide an excellent basis for comparison of the two styles of display. Show material, stands, fittings and the display appearing on this page were put in by J. C. King, Ltd., and all items used are included in a special Christmas price list which they have issued, and which is available on request to them.

Perfume SPRAYS and Powder PUFFS

MISCHIEF perfume has been issued by SAVILLE PERFUMERY, LTD., in a new cone-shaped flask with bright metal cap, boxed in white silk-lined casket ; also packed to include spray fitting with monel-metal tube in case.

In the second illustration are two powder puffs typical of the attractive designs offered by S. MAW, SON & SONS, LTD., which include bowl, handkerchief and handled types. The puffs illustrated are the Frivolity ninon handkerchief with swansdown centre and the Artstyle bath puff in silver box, the swansdown centre being tinted to match the handle.

The Nerissa powder puffs (SOLPORT BROS., LTD.) are typified in the selected examples in the third illustration. The blending of colour schemes at Messrs. Solport Bros. is in charge of a specialist, and some designs include four, five and even six colours. To assist selling, various display pieces are offered, according to the value of the order. These include a white enamelled wire stand, card display stands for one or three puffs, and a show carton with removable slide tray. The bowl puff (centre) is harlequin-tinted.

In the fourth illustration are SOLPORT's presentation set of two puffs in box and three examples of perfume sprays by MAW: the Acedes, five inches high ; the Vauxhall ; and the Action ; each of cut crystal glass.

PERFUMERY NOVELTIES

THIS year's perfumery novelties are too numerous for all to be included on this page, and others will be found illustrated in other parts of the issue.

The Carillon perfume and gramophone record (first illustration) deserves mention because the makers, J. & E. ATKINSON, LTD., have recorded a number of popular Christmas carols actually on their carillon at the Bond Street building. This novelty should prove a ready seller. The card at back fits between a double edge on the box.

In the second illustration are shown the colourful Cocktail bath powder of S. MAW, SON & SONS, LTD.; three pot-pourri jars by POTTER & CLARKE, LTD.: the Kizoku (left), Haru (centre) and Kereina (right); and an ornamental vase of perfumed bath salts by CUSSONS, SONS & CO., LTD.

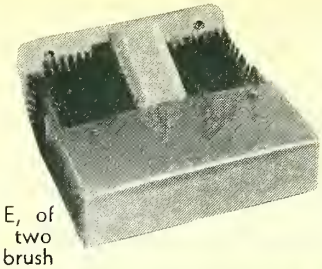
POT POURRI etc.

The third illustration shows Mischief perfume in novelty top-hat container of black bakelite, packed in conventional oval hat-box; June Christmas crackers, each of which "pulls" to reveal a seasonable rhyme and tiny bottle of June perfume; Mischief and June perfumes in special Christmas cartons. All by SAVILLE PERFUMERY, LTD.

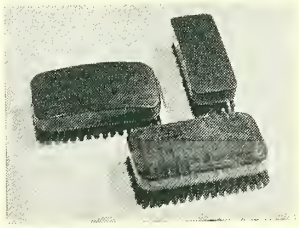
In the fourth picture are CUSSONS' Egyptian urn, Toby jug and glass jug (top right)—each containing bath salts—and monster bottle of lavender water; a glass bottle of bath salts bearing hand-painted design (centre), issued by H. BRONNLEY & CO., LTD.; and lacquered wooden box containing Californian Poppy perfume by PROPRIETARY PERFUMES, LTD.

BRUSHWARE of 1937-38

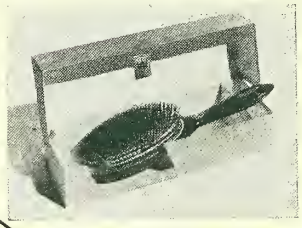
BRISTLE goods are coming into their own again. Satinwood had its day—and a long one. Ebony and imitation tortoiseshell took their turn. Then for a period it seemed as if women must be using only combs (perhaps brushing spoiled the "perm") and men making do with brushes that ought by rights to be pensioned off. New materials and modern designs are saving the situation. The newer plastic materials lend themselves to the simple flutings, parallel ridgings and other design forms of present taste, and are serviceable in wear and competitive in price. Manufacturers have studied afresh the needs and tastes of their customers, and retailers can again stock confidently in the knowledge that unsold brushes—and sets—will not deteriorate or be rapidly outdated. We illustrate outstanding examples of brushes, brush cases and sets of 1937-38 "vintage."



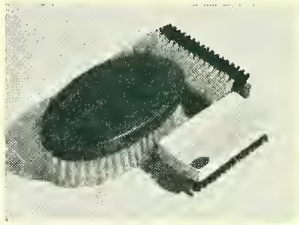
ILLMAN CASE, of ther, containing two itary brushes, cloth brush d comb. *S. Maw, Son Sons, Ltd.*



LITARY HAIR BRUSHES ND CLOTH BRUSH in ony or tortoiseshell finish. *itish Xylonite Co., Ltd.*

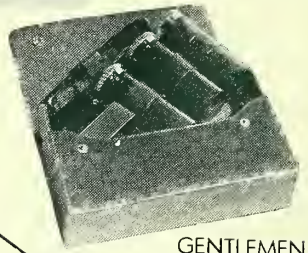


KENT-COSBY REFILLABLE HAIR BRUSH for washing bristle without detriment to back, in walnut, pigskin, crocodile, enamel, silver or ivory finish. *G. B. Kent & Sons, Ltd.*



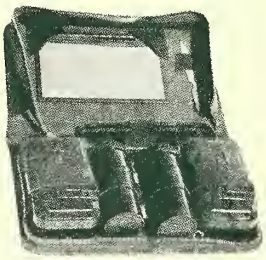
KENT-COSBY REFILLABLE MILITARY HAIR BRUSH, corresponding to ladies' hair brush described. PALL MALL NAILBRUSH, with sets of hard black bristles for nails and soft white for hands. *G. B. Kent & Sons, Ltd.*

DIES' FITTED CASE real morocco, lined ire silk, with zipp tener. Various colours. *itish Xylonite Co., Ltd.*



GENTLEMEN'S FITTED CASE, in solid leather, containing comb, brush, three metal-capped tubes, mirror and safety razor. *British Xylonite Co., Ltd.*

STYLEMASTER hairbrushes, with stiff white bristles and polished satinwood backs and comb. *S. Maw, Son & Sons, Ltd.*



GENTLEMEN'S FITTED CASE, of solid leather, with zipp fastener, containing comb, two military brushes, shaving brush and soap tubes, mirror, razor, nail file, and shaving soap. *British Xylonite Co., Ltd.*

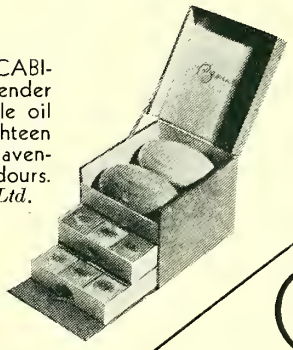
HESTON ZIPPER KIT, in brown morocco, containing brush, comb, razor, shaving brush, shaving stick, nail file. *S. Maw, Son & Sons, Ltd.*

BARNEY CLOTH BRUSH SET, containing cloth and hat brushes, with carved model of Se lyham dog. *S. Maw, Son & Sons, Ltd.*

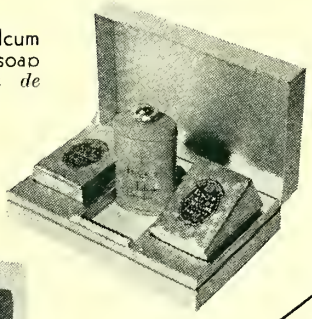
LUXURY SOAPS as GIFTS

THERE is a growing demand for gift sets containing soaps only, and several manufacturers are putting up not one but quite a number of different gift boxes containing soaps, some of which are selected for illustration on this page. Any prejudice that may once have existed against giving soap as presents is obsolete, since it is taken for granted nowadays that everybody appreciates a good soap. Christmas, however, affords an opportunity of providing a luxurious variety for recipients whose income dictates a utility detergent for the rest of the year. In addition to the boxes of soap only, there are numerous coffrets in which soap is the most important item, and naturally bath salt tablets are the most frequent companion article in this style of presentation box. Particularly novel are the soap and bath cube cabinet issued by one maker, and the "guest" box by another.

GIFT CASE containing fo oval bath soaps, assorte verbena, Cologne, lavend and jasmin. *J. & J Atkinson, Ltd.*

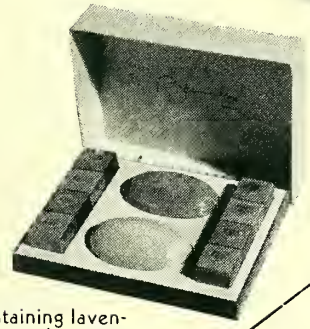


SOAP AND CUBE CABINET containing lavender and honeysuckle turtle oil bath soaps and eighteen bath cubes, assorted lavender and honeysuckle odours. *H. Bronnley & Co., Ltd.*



COFFRET containing talcum powder and two bath soap tablets. *Luce's Eau de Cologne Co., Ltd.*

COFFRET containing three tablets Three Flowers toilet soap. *Richard Hudnut, Ltd.*

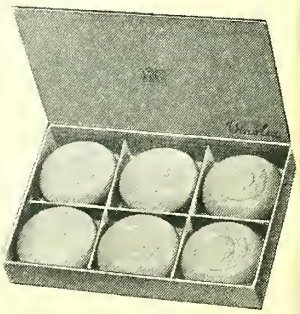


GIFT SET containing lavender and honeysuckle bath soaps and eight bath cubes, assorted lavender and honeysuckle. *H. Bronnley & Co., Ltd.*

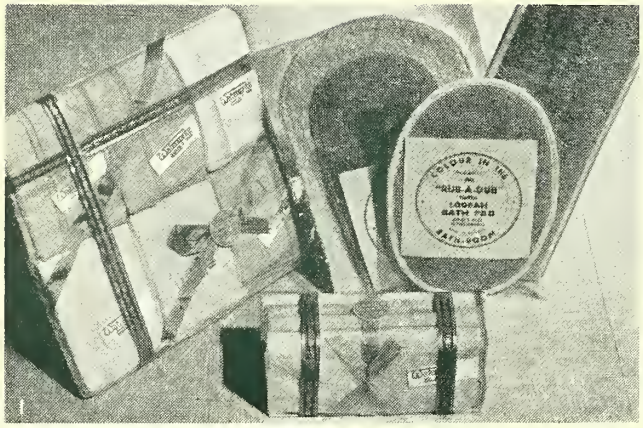
SOAP COFFRET containing four tablets of assorted toilet soaps, one tablet honeysuckle bath soap and two tablets Bronnley's pine toilet soap. *H. Bronnley & Co., Ltd.*

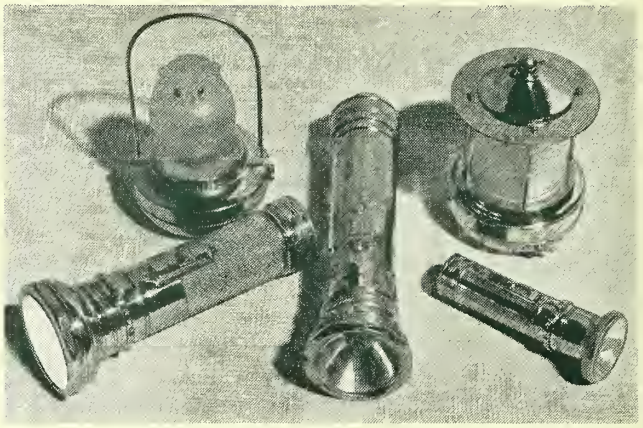
GIFT CASE containing three guest soaps, six bath cubes and long bottle of lavender water. *J. & E. Atkinson, Ltd.*

GIFT CASE containing four tablets of Velysia toilet soap, lavender water or eau de Cologne, and four bath cubes. *Dubarry Perfumery Co., Ltd.*



COFFRET containing six round bath tablets of Vinolia lilac soap. *Vinolia Co., Ltd.*





GIFTS NOT

ON this and the opposite page are shown goods which either do not come within the scope of our classified sections or which arrived too late for inclusion under the main headings, together with brief details of the items shown.

1. Watersprite washing squares in transparent-tissue packets, with holly-decorated bands ; Rub-a-dub tinted loofah products, issued in display box with showcard. SOLPORT BROS., LTD.

2. Bijou focusing, large and motorists' torches ; owlite bedroom light and house lantern. PROVINCIAL INCANDESCENT FITTINGS CO., LTD.

3. Complexion milk (giant size) and unspillable face powder box. JANE SEYMOUR, LTD.

4. Bond Street perfume and vanity case in richly patterned box with plush-lined lid. YARDLEY & CO., LTD.

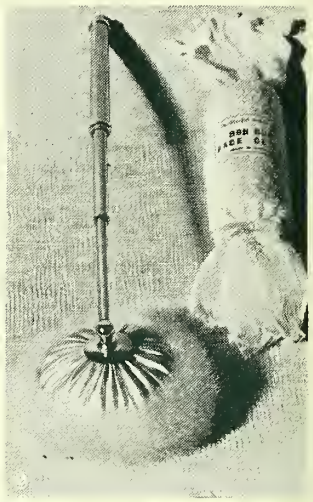
5. Meritor Riley Vanities in five different colours, with various embossed metal motifs. S. MAW, SON & SONS, LTD.

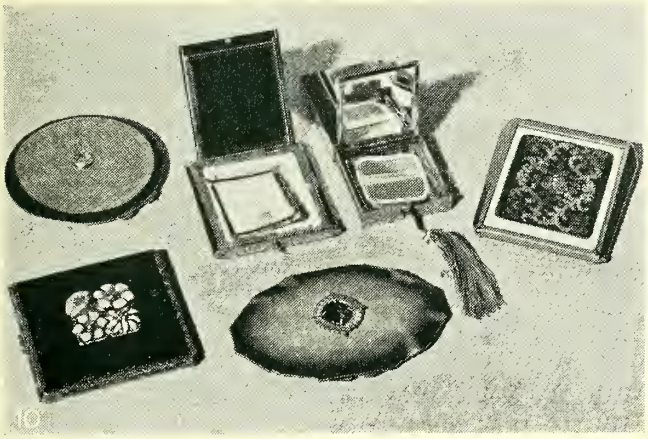
6. Setfast shaving brushes on arresting, rigid, display stand. BRITTON, MALCOLM & WAYMARK, LTD. Brylcreem, Nufix and Set hair creams, which may be suggested as extra sales with almost any masculine gift.

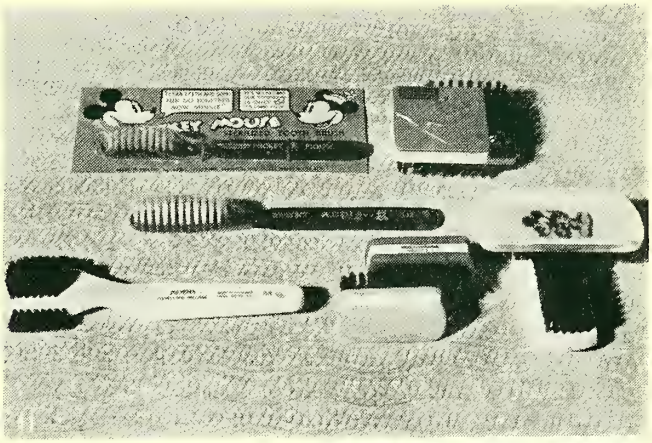
7. Eau-de-Cologne by JANE SEYMOUR, LTD.; R. J. REUTER CO., LTD. (4711) ; and LUCE'S EAU DE COLOGNE CO., LTD., Eau de Cologne is a perennial seller, whatever the fashion.

8. First-aid cases are growing in favour as gifts. " Tabloid " first-aid No. 709, measuring $6\frac{7}{8}$ in. by $2\frac{3}{16}$ in. by $3\frac{1}{4}$ in., is shown. BURROUGHS WELLCOME & CO.

9. Bon-bon face-cloth with animal soap novelty enclosed ; chromium-plated telescopic back puff with swansdown centre. SPENCER BROS.







CLASSIFIED

10. Examples of assorted flapjacks issued in display cases of twelve. Britton, Malcolm & Waymark, Ltd.

11. Toothbrushes and nailbrushes are attractive enough to offer as little gifts. Examples by Addis Brushworks.

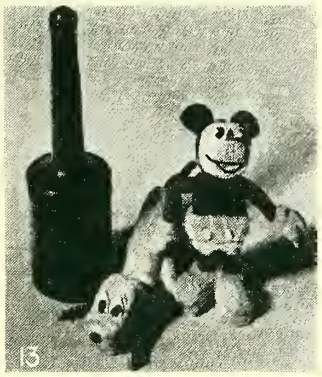
12. Types of crystal and tinted DeVilbiss glass perfume sprays with gold and nickel-finish fittings. Aerograph Co., Ltd.

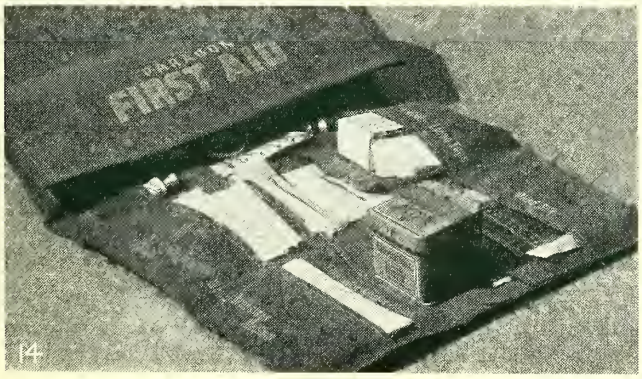
13. Empire Bathjoy. Softens and perfumes the bath water. In various colours. British Emulsifiers, Ltd. (Right) Two of a number of Mickey Mouse sponge toys in authentic colours. S. Maw, Son & Sons, Ltd.

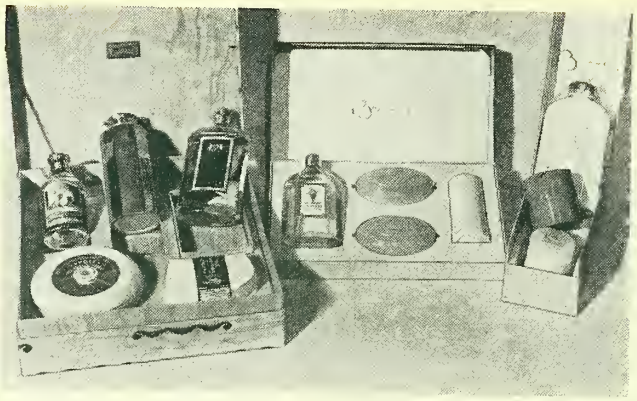
14. Paragon first-aid holdall, in blue suedette. T. J. Smith & Nephew, Ltd.

15. Hot water bottles from two leading makers. Pompadour in box with transparent topped drawer (top left); Unique drab fabric bottle (bottom right) and red moulded bottle (bottom centre), North British Rubber Co., Ltd. Red Riding Hood (child's); Cosimax (takes large kettle of boiling water without damage; close-fitting plush cover; extra wide neck); and hand-made fabric-insertion drab bottle (bottom left), Dunlop Rubber Co., Ltd.

16. Blue moulded hot water bottle in transparent "Christmas Greetings" envelope and box. Reliance Rubber Co., Ltd.







GIFTS for MEN

To-day, when looking for presents for their menfolk, customers can turn with advantage to the chemist. Here are items that are worth stocking:—

1. Coffret decorated with sporting figures and containing Chaminade brilliantine, shaving bowl and talcum powder. Morny, Ltd.

2. Men's gift case (left), containing lavender brilliantine, soap, invisible talcum powder, shaving bowl and after-shaving lotion. Yardley & Co., Ltd. Gentlemen's set (right), containing English Fern talcum powder and large-diameter shaving stick in green "beetle" case; and (centre) set containing lavender brilliantine and toilet soap in a white resinoid case. H. Bronnley & Co., Ltd.

3. Examples from a range of shaving brushes in cartons of modern design. Culmak Brush Manufacturers.

4. Presentation box containing 4711 Sir shaving cream, talcum powder and after-shaving lotion. R. J. Reuter Co., Ltd.

5. Razor set (rear) for travelling, containing Gillette razor, five blades, two plated blade sheaths, shaving brush and soap in red mottled case; nickel-plated box containing Gillette Aristocrat razor and ten blades. Gillette Industries, Ltd.

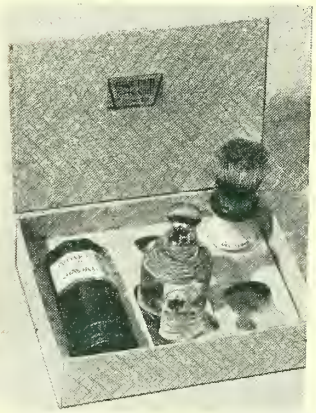
6. Gift coffret, containing shaving brush, Mitcham lavender shaving stick and brilliantine. Potter & Moore, Ltd.

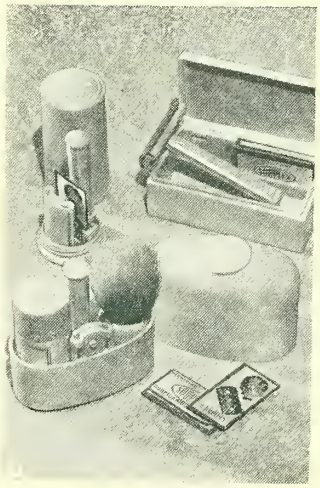
7. Companion set in black folding case, containing Valet razor, strop, blades, shaving brush, soap. Gillette Industries, Ltd.

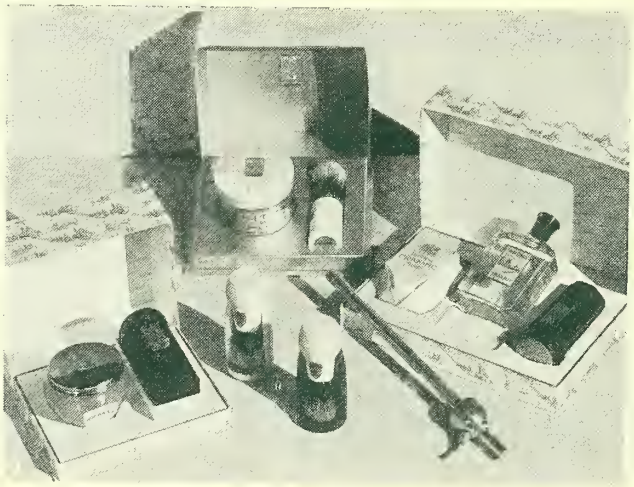
8. Compact razor sets in white or coloured resinoid cases. Souplex, Ltd.

9. Casket (left), containing concrete brilliantine and shaving stick, and (right) casket, containing brilliantine, soap and shaving stick. Erasmic Company, Ltd. Meritor Guardskit (centre), containing shaving brush and cream brilliantine. S. Maw, Son & Sons, Ltd. White Knight shaving brushes in stands. G. B. Kent & Sons, Ltd. Brylcreem pump—suggested for a regular user. County Perfumery Co.

10. Gift cases, containing Nubril hair cream and Silkashave shaving stick; and (left) Silkashave bowl and refill. Dubarry Perfumery Co., Ltd.







Perfumery: Fantasies and Facts

By Ernest J. Parry, D.Sc., F.I.C.

I WISH, in this discursive note, to allude to some of the rubbish which imaginative writers have published as more or less established "facts" in reference to the question of perfumes, and to dispel a few of the illusions which still persist in some quarters. There are one or two matters, to start with, which must be received as axiomatic.

(1) There can be no "science" of perfumes, if by perfumes we mean odours that excite the olfactory organs of some or most people in a pleasurable way. Even if there were a "science" of perfumes, it must be a "science" of odours. The "perfume" and the "stink" are twin brothers, and A may prefer the "stink" of garlic to the "perfume" of the rose, while B may do the reverse. Indeed, many flies are attracted by odours which are to them "perfumes," but which are revolting to us.

As a matter of fact the odour of garlic is, to me, personally, very attractive. And was it not always looked upon as a "manly" thing—this garlic? Hardouin de Perefixe, the historian of Henri IV of France and Navarre (I quote from the 1822 edition by Andrieux), describes how his grandfather Henri d'Albret took the babe from the nurse directly he was born, and "quand il tint l'enfant, il frotta ses petites lèvres d'une gousse d'ail, . . . afin de lui rendre le temperament plus mâle et plus vigoureux" (Part I, p. 15). So the great King Henry of Navarre had his lips rubbed with "a clove of garlic" to make him more manly before he was an hour old. Naturally, in the above I am not referring to the mass of scientific work and research undertaken to assist the art of perfumery.

Dr. E. J. Parry

(2) The "odour" of a pure chemical compound is as much a fixed quantity as its atomic weight, its specific gravity, or its refractive index.

(3) It is therefore obvious that a fixed quantity, such as odour is, cannot be measured by reference to any measuring apparatus which is variable, such as is the olfactory sense of mankind.

Poets and Perfumes

We all acknowledge the debt we owe to poets who have used perfumes in their themes, especially in associating them with love; but it is a thousand pities that writers of prose, with no scientific knowledge whatsoever, should steal the poets' fictions, and seriously try to elevate them into facts—sometimes even mathematical facts. Can anything be more stupid than the following two quotations which I make from a serious French book on perfumes?

> "The intimate mechanism by which these perfumes penetrate into the field of our conscience, awakening a sensation, the source of infinitely complex conceptions."
>
> "A perfume vibrates like a sound—it has colours borrowed from all the shades of the palette—from ochre and carmine to the mauves and greys; it is warm or it is cold; it is sweet or it is acid."

The "odour of sanctity" was in olden times believed to be an odour allied with holiness. To-day, if one goes into a beautiful cathedral—such as those of Chartres, Paris or Bayonne, when High Mass is being celebrated, one will *hear* "sacred music"; will *see* the "dim religious light"—especially at Chartres, with its magnificent thirteenth-century stained glass; and will *smell* the "odour of sanctity" from the incense burners; but what is there "sacred," "religious" or "sanctified" in the sound, the light, or the perfume?

I do not think that the connexion of the perfume with love is at all common amongst the older poets—it is, I fancy, a modern concept amongst the erotic school. There are, of course, numerous allusions to be found—even in the Bible, but these have usually a moral to inculcate. For example, I have read the whole of François Villon's works, and only in one place have I found a really direct reference to a perfume. Lines 665-670 of "Le Testament" (Le Grant Testament) read:—

> "Mais que ce jeune bacheler
> Laissast ces jeunes bachelletes?
> Non! et le deust on vif brusler
> Comme ung chevaucheur d'escourettes
> Plus doulces luy sont que civettes."

Which I may render freely as "Do you think this young spark would leave the young girls? No, not even if he were to be burned like a witch. They are sweeter to him than civet cats."

Here I may digress. (Mr. Editor said I might.) Some years ago I was retained on what was then a "cause célèbre" over civet. My friends were fortunate enough to obtain some civet cats from Abyssinia, from which we extracted pure civet for comparison purposes. One of these became so friendly with me that it would sit on my knees very happily and be petted. But I think, had I been "jeune bacheler," I would not have regarded the "jeunes bachelletes" as comparable to my friendly civet cat. I think this allusion to civet—which has puzzled one translator so that he rendered it as "musk"—must be explained by the fact that Villon appears to have had a pharmaceutical friend. He took his degree at University, behaved like typical Oxford or Cambridge students of to-day, took part in street "rags" (and even killed his man), was sentenced to be hanged, and was pardoned—but he appears to have gathered in a lot of general knowledge. We find he refers to beeswax, manna, realgar, rock-arsenic, orpiment, saltpetre, and quicklime in the Testament. So I think he must have heard from his pharmaceutical friend that civet was *used* in perfumery, but did not know anything more about it. Otherwise I do not think he would have made that comparison with civet cats.

I think the most absurd of all the wild speculations on perfumes, which has been consistently reproduced by his successors, is the attempt by G. W. S. Piesse to classify perfumes as analogous to a musical scale. The notes are correlated mathematically, and I can imagine nothing more grotesque than the suggestion that one odour is the "octave" of another, and so on. It is really difficult to imagine how anyone could put forth such rubbish as was printed sixty years ago on this subject. Incidentally I may remark that it was laughed out of serious existence by scientists at the time of its publication.

The habitual association of perfumes with erotic love by some poets and prose writers is probably the reason why unscientific writers on perfumes have proclaimed an immutable bond between the two things. The erotic theorists have drawn the vegetable world into their net to support them.

> "Everyone knows that with plants, as with animals, odours play a great part in the preservation of the species. Flowers owe to their perfumes the visits of the butterfly which fly from one to another, thus assuring their fecundation: once fertilised they lose their odour long before divesting themselves of the rich colours which constitute their other 'parure.'"

So wrote Richet in the "Revue des deux Mondes." This would just have been on the map of common sense if one flower could have moved to another flower, attracted by its mate's perfume. But to find in it an analogy to sex appeal through perfume is, to put it at its highest, childish. Amongst such functions as the perfume in the plant has, the attraction of insects bearing pollen—of which they know nothing—from another flower may well be one; but the devotees of the fetish do not worry about attempting to explain the function of the perfume in the roots, etc., of many plants. And, of course the complete travesty of fact in regard to the course of the perfume after fecundation, is, to them, quite immaterial. It is true that the accumulation of volatile oil is considerably reduced by the act of fecundation of the plant, and immediately

afterwards, as Charabot and his colleagues have shown. A portion of it is used up as food and so forth during the period of, and shortly after, the fecundation, but in no sense does it disappear. Further, directly the period of increased consumption of the accumulated perfume material is over, fresh perfume material, usually different in composition, is steadily elaborated. For example, after fertilisation of the orange flower, the young fruits, about the size of peas, are found to contain an essential oil richer in terpenes, and less rich in esters than the flower oil; and as they ripen, the oil develops into ordinary orange oil with its characteristic content of fatty aldehydes.

So, if one presses perfume similes sufficiently far, one becomes an "olfactif." Of the "olfactifs" Charles Baudelaire may claim an easy first. His famous "Fleurs du Mal" was condemned in the Law Courts as immoral; but all must admit the beauty of much of his work. Just a few words about one or two others who have earned the rank of "olfactif" from the devotees. G. d'Annunzio, in "Le Triomphe de la Mort," describes Hippolyte as follows:—"In these minutes seemed trying to drag from the depths of her very substance the sweetest and most powerful perfume of love . . . ." Madame de Noailles, whose poetry is not much read, used the connexion between odour and the world in a purely figurative sense: "The tranquil odour of silence"; "the odour of space"; "the odour of the sun." All is grist for the devotees' mill!

And now the last word. Last spring I was in Caen, and I stayed at the Hotel Malherbe, I had never read Malherbe's poems, but when I found he was a native of Caen, I "looked him up." Strangely enough Havelock Ellis, in his essay on sexual psychology, states that Malherbe naturally exhaled an odour of musk! Anyhow, Malherbe will live for one verse of his ode written to console his friend du Périer on the death of his young daughter. This is the most beautiful thing he ever wrote. It reads:—

"Mais elle étoit du monde, où les plus belles choses
Ont le pire destin
Et rose, elle a vécu ce que vivent les roses
L'espace d'un matin."

To translate this into English verse is next to impossible, but the last two lines may be rendered:—

"Herself a rose, she lived like the rose—
But for a day."

That is the nearest allusion to "perfumes" that I find in Malherbe.

British Association Meeting

THE transactions of the various Sections (A to M) at the Nottingham meeting of the British Association for the Advancement of Science, from September 1 to 8, were noteworthy in the marked trend of the addresses towards "realistic" aspects of science. Thus Section A (Mathematical and Physical Sciences) is devoted to some of the beneficent influences of applied physics on social and industrial life whilst chemotherapy and protein chemistry loom large in Section B (Chemistry). The subjects of interest to the pharmaceutical trade have increased in number and importance as shown in the summaries below. See also *C. & D.*, September 4, pp. 279 and 281, September 11, p. 296.

Photography

Mr. E. R. Davies discusses recent discoveries on the action of light in photography. The sensitive layer consists chiefly of microscopic crystals of silver halide embedded in gelatin. Metallic silver is formed by prolonged exposure, but small exposures only produce a latent image which can be developed. The reduction of sufficiently exposed crystals to silver is a type of trigger action, as nearly all the energy is supplied chemically subsequent to exposure. The optical density of the developed image changes with the illumination for constant exposure (or product of illumination and time). There is an optimum rate for reception of energy which varies with the temperature. The sensitivity is also governed by the nature of the surrounding medium and traces of foreign matter. The adsorption of dyes on the crystal face is of great importance in extending the natural sensitivity of silver halides from the blue-violet towards the red and even into the infra-red.

Mr. S. O. Rawling, in explaining modern views of the action of photographic developers, stated that a waiting period ensues after the application of the developer during which there is no apparent change in the (unit) crystal of silver halide of the exposed plate. Development begins at one or more points on the crystal and spreads rapidly until the whole crystal is blackened. The sensitivity of the crystal is inversely proportional to the exposure necessary to bring it to the threshold of developability. Development centres are probably coincident with units of latent image, and these are believed to be particles of silver (with a critical size variously estimated from two or three atoms to some hundreds of atoms). Theories of developer action are divided between reduction in solution (and subsequent deposition of silver on the latent image) and adsorption of developer by the latent image (with reduction in the crystal).

Neocryl

Sir Gilbert T. Morgan and Mr. Eric Walton explained by diagrammatic summaries of chemotherapeutic ratios, the reasons for selecting sodium succinanil-methylamide-*p*-arsonate for clinical trial from the extensive group of organic arsenicals prepared with the object of replacing or supplementing tryparsamide. The new substance (now known as Neocryl) is of a series of compounds of the general formula

$$AsO_3H_2.C_6H_4.NH.CO.[CH_2]n.CONR_1R_2$$

with values of n ranging from 0 to 8. These were in general obtained by condensing *p*-arsanilic acid with a derivative of a dibasic acid (usually the ester-acid chloride) and converting the product into an amine. Neocryl is well tolerated in doses of 2 to 4 gm. per week, this weekly course being continued until from 30 to 36 gm. have been given. Neocryl exerts a definite action in primary, secondary and tertiary syphilis, but is inadequate alone in primary lesions, though its effects seem more permanent when combined with bismuth. Neocryl has a very definite action in tertiary syphilis, and it gave very satisfactory results in early neurosyphilis and in tabes. Of eleven cases of Nigerian sleeping sickness treated by a single course of Neocryl, ten became clinically normal and the other was improved. In addition, a further case which did not react to tryparsamide improved remarkably with neocryl.

Malaria Chemotherapy

Dr. Walter Kikuth, of Elbefeld, confirmed the observations of others workers that plasmoquin is effective against the sexual form of malaria whereas quinine has no effect thereon. Atebrin acts similarly to quinine against the asexual form of the parasite. In order to prevent relapses it was necessary to use both types of drugs, and their use enabled the cycle of development (man-mosquito-man) to be interrupted for the first time. Since the sexual cycle of the malaria parasite was confined to the mosquito it was evident that plasmoquin was less of a clinical remedy than a prophylactic measure. A problem still awaiting solution consisted of a drug effective against the sporozoites injected into the blood stream by the bite of a malarial mosquito.

De-toxication of Bacterial Toxins

Dr. A. C. Frazer and Dr. H. C. Stewart described the means of rendering a lethal dose of bacterial toxin quite innocuous by admixing it with a finely dispersed oil-in-water emulsion prior to injection. The de-toxicating mechanism is essentially the adsorption of the toxin on the oil-water interface, thereby preventing it from exerting any harmful influence on the body cells. Such adsorption does not interfere with the antigenic properties of the toxin essential for the elaboration of protective antibodies. The adsorption is more rapid and complete at body temperature than at room temperature. De-toxication has been demonstrated with cobra venom as well as such toxins as diphtheria, tetanus, staphylococcus, and Welchii among others. The toxic reactions obtained with large doses of vaccines can be avoided by admixture with emulsion prior to injection. The administration of finely dispersed oil-in-water emulsion modifies toxæmic conditions to a marked degree, possibly by adsorptive action.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, September 16

BUSINESS HAS BEEN on a little better scale this week and the general tone is about as steady as international conditions will permit. The further weakness in the French currency has created a nervous feeling in markets affected by the international value of the franc. A pleasing feature of the markets is the good increase in the volume of orders from the near Continent ; London is doing a lot of business that has hitherto been going to Hamburg. In the PHARMACEUTICAL CHEMICALS markets business seems to have broadened out a little, but the home trade demand is hardly up to average for this time of the year. A further advance in the prices of EPHEDRINE SALTS is recorded and it is now difficult to find a seller of any quantity. There is a move to improve prices of SANTONIN.

Crude Drugs

A general feature of this market is the steadiness in quotations. Where advances are not recorded values are fully maintained ; this healthy tone is well supported by quotations from the sources. Curaçao ALOES continue very firm, with shipment quotations at a further advance. CANADA BALSAM is sharply dearer, spot and forward. BUCHU has sold steadily on spot at full prices. Japanese CAMPHOR stocks are low with good sales continuing. Chinese CANTHARIDES are dearer on spot. The shipment market for CASCARA SAGRADA is quiet but, according to the source, tends firmer. DESICCATED COCONUT has not maintained the recent improvement in values. Norwegian COD-LIVER OIL is again dearer for shipment. DERRIS ROOT ends the season somewhat unsteadily. No interest in ERGOT. Sudan GUM ACACIA is easier and quiet. HONEY continues to receive good inquiry. Matto Grosso IPECACUANHA continues very firm on short supply. LOBELIA HERB is at better prices on spot. Japanese MENTHOL has sold well on spot and near afloat, and it is noted that shippers have advanced their end of the year quotations. PIMENTO continues firm and is again dearer. There is now an acute shortage of RHUBARB ; remaining odd lots quoted still dearer. Good sales of white grades of TRAGACANTH reported.

Essential Oils

Most of the business in this market continues to be concerned with a few products ; other lines remain decidedly quiet. The parlous state of the French franc tends to have an unsettling, if not a weakening effect on some products. ANISE (STAR) sales have been restricted by the small supplies available, with a further advance recorded. The spot value of CASSIA shows an advance. Java and Ceylon CITRONELLA oils are dearer for shipment and the sources report markets firm. EUCALYPTUS is selling at full prices. Bourbon and Algerian GERANIUM oils are being quoted at attractive prices on spot. (Editorial comment on p. 328.) New crop LAVENDER prices are fluctuating with the franc. Sicilian hand-pressed LEMON is steadier at the source. LEMONGRASS shows a sharp advance on the week and the tone is firmer. Some Tonquin MUSK pods available in London. French Guinea ORANGE is neglected with values nominal. Japanese PEPPERMINT continues in brisk demand on spot with supplies very restricted.

A drug auction will be held at the Commercial Sale Rooms, Mincing Lane, on Thursday, September 23.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	September 9	September 16
Amsterdam	Fls. to £	12·107	8·98	8·99
Berlin	Mks to £	20·43	12·33	12·32
Brussels	Belgas to £	nominal	29·32	29·40
Copenhagen	Kr. to £	18·159	22·40	22·40
Lisbon	Esc. to £	110	110⅛	110⅛
Madrid	Ptas. to £	25·22½	nominal	nominal
Milan	Lire to £	92·46	94⅛	94
Montreal	Dol. to £	4·86¾	4·95⅛	4·94¾
New York	Dol. to £	nominal	4·95⅛	4·94¾
Oslo	Kr. to £	18·159	19·90	19·90
Paris	Fr. to £	124·21	133	146
Prague	Kr. to £	164·25	141¾	141⅝
Stockholm	Kr. to £	18·150	19·40	19·40
Warsaw	Zloty to £	43·38	26⅛	26¼
Zurich	Fr. to £	25·2115	21·55	21·54

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

BUSINESS has been a little better this week, with reports indicating more inquiry from consumers. The general tone is steady. Acetanilide tends dearer and is firm. Ephedrine products continue scarce and dear.

ACETANILIDE.—Market is firmer, business fair: B.P. crystals and powder, 1s. 8d. to 1s. 10½d. per lb., as to quantity.

AMIDOPYRINE.—Convention prices continue at the recent reduction: two cwt., 8s. 10d.; one cwt., 9s. 1¾d.; less than one cwt., from 9s. 5½d. per lb.; powder, 2½d. per lb. extra.

ASPIRIN.—Makers' and dealers' prices are steady, average business reported: home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 3s.; 14 lb., 3s. 1½d.; 7 lb., 3s. 2¾d.; 4 lb., 3s. 4¼d.; 1 lb., 3s. 7d. per lb. Bulk packing free, net, carriage paid. Contracts, over twelve months, minimum one ton ; over six months, less than one ton.

BARBITONE.—Convention prices unchanged, market quiet: spot, two cwt., 8s. 9¼d.; 56 lb., 8s. 11½d.; small parcels, up to 9s. 2¼d. per lb.

BENZOIC ACID (B.P.).—Average business, quoted unchanged: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 3d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' scales of prices continue steady. Carbonate, not less than one cwt., 6s. 6d.; 28 lb., 6s. 9d.; 8 lb., 7s. 3d.; 4 lb., 8s.; less than 4 lb., 8s. 6d. per lb.

BORAX (B.P.).—Makers' prices steady: granulated, £24 ; crystals, £25 ; powdered, £25 10s.; extra fine powder, £26 per ton, in one cwt. bags, carriage paid buyers' works for minimum 1-ton lots. Extra for smaller quantities. Commercial quality, £8 per ton less for all descriptions.

BORIC ACID (B.P.).—Makers' prices continue steady: granulated £36 10s.; crystals, £37 10s.; powder, £38 10s.; extra fine powder, £40 10s. per ton, in 1-cwt. bags, carriage paid to buyers' works on 1-ton minimum. Commercial quality, £8 per ton cheaper for all descriptions.

BROMIDES.—Makers' scales of prices steady. POTASSIUM, B.P., five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s. per lb. SODIUM, B.P., five cwt., 1s. 10d.; one cwt., 1s. 11d.; 28 lb., 2s. 2d. per lb. AMMONIUM, B.P., five cwt., 1s. 11d.; one cwt., 2s.; 28 lb., 2s. 3d. per lb., net. Resale clause applies, 28-lb. parcels, and one cwt. cases free. Smaller quantities than 28 lb. at higher prices. Export quotations are maintained, as follows: POTASSIUM, B.P., five cwt., 1s. 4d.; one cwt., 1s. 4½d. SODIUM, B.P., five cwt., 1s. 5d.; one cwt., 1s. 5½d. AMMONIUM, B.P., five cwt., 1s. 6½d.; one cwt., 1s. 7d. per lb., f.o.b.

BUTYL CHLORAL HYDRATE.—Demand is slow: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CITRIC ACID (B.P. CRYSTALS).—Limited demand, values steady: British material quoted at 1s. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

COCAINE.—British makers' prices for this market for wholesale bulk quantities are as follows:—HYDROCHLORIDE and NITRATE, 25 oz. and over, 29s. 6d.; 16 oz. and less than 25 oz., 30s. 9d.; over 8 oz. and less than 16 oz., 31s. 9d. per oz. PURE, CITRATE and SALICYLATE, 25 oz. and over, 32s. 6d.; 16 oz. and less than 25 oz., 33s. 6d.; over 8 oz. and less than 16 oz., 34s. 6d. per oz., 16-oz. packages free, smaller packing extra. The scales of prices applicable to distributors of smaller quantities are as follows: HYDROCHLORIDE and NITRATE, 8 oz., 34s. 1d.; 4 oz. and less than 8 oz., 34s. 7d.; 2 oz. and less than 4 oz., 35s. 5d.; 1 oz. and less than 2 oz., 36s. 5d.; ½ oz. and less than 1 oz., 37s. 11d.; ¼ oz. and less than ½ oz., 40s. 11d. per oz. PURE, CITRATE and SALICYLATE, 8 oz., 36s. 10d.; 4 oz. and less than 8 oz., 37s. 4d.; 2 oz. and less than 4 oz., 38s. 2d.; 1 oz. and less than 2 oz., 39s. 2d.; ½ oz. and less than 1 oz., 40s. 8d.; ¼ oz. and less than ½ oz., 43s. 8d. per oz., packages extra. Resale: Sales subject to buyers undertaking not to resell any quantity at below the scale price for such quantity current at the time of resale. Export prices vary according to destination.

CREAM OF TARTAR.—Continues steady, fair business: British material, 99 to 100 per cent., 92s. per cwt., less 2½ per cent. discount. Dealers' prices for foreign material competitive.

CREOSOTE (B.P.).—Quiet, with quotations competitive: bulk quantities, in 25-kilo demijohns, 1s. 6d.; smaller parcels, 1s. 7d. to 2s. per lb., ex store, as to quantity.

EPHEDRINE.—Conditions in these products continue very firm, and there is no sign of relief from the present acute world shortage, due to lack of shipments of ephedra from China and Spain. Most suppliers have sold their present and future supplies of the salts and are not quoting. Hydrochloride is reported to have sold up to 10s. 6d. and fully 10s. 9d. now wanted, if available. Pure may be

available in limited quantities from 13s. 9d. to 14s. per oz. This week there has been heavy inquiry for shipment, chiefly to America, but the orders could not be fulfilled.

GLYCEROPHOSPHATES.—Makers' prices steady. Acid calcium (soluble), 28 lb., 4s. 6d.; 7 lb., 5s. Neutral calcium, B.P.C., 28 lb., 4s. 6d.; 7 lb., 5s. Potassium, 75 per cent., 28 lb., 2s. 9d.; 7 lb., 3s. 3d. per lb.; 28-lb. tins free, other packing extra.

GUAIACOL CARBONATE.—Makers' and dealers' quotations at about 9s. per lb.

MERCURIALS.—Makers' scales of prices for these salts are unchanged. CHLORIDE, B.P. (CALOMEL).—One cwt., 5s. 11d.; less than one cwt., from 6s. per lb.

METHYL SALICYLATE.—Rather more business reported: makers' prices continue unchanged: spot, ten cwt., 1s. 1¾d.; five cwt., 1s. 2d.; one cwt., 1s. 2¼d.; less than one cwt., 1s. 2½d.; small quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Market quiet, with quotations keen: two cwt., 19s. 3¾d.; one cwt., 19s. 9¼d.; 56 lb., 20s. 2¾d.; small parcels, 20s. 8d. per lb.

PARAFORMALDEHYDE.—Moderate inquiry, quoted unchanged: 100 per cent. powder, quantities in kegs, 1s. 1d. to 1s. 1½d.; smaller parcels, up to 1s. 4½d. per lb., as to quantity.

PARALDEHYDE.—Quantities in demijohns about 1s. 1d. and smaller lots in winchesters about 1s. 4d. to 1s. 6d. per lb.

PEPSIN.—Prices for the 1/2,500 continue steady, with 50 lb. or less quoted at 10s. per lb. net, ex store.

PHENACETIN.—The home trade price is steady: crystals or powder, bulk quantities, 2s. 6d.; smaller parcels, 2s. 7d. up to 3s. per lb., as to quantity.

PHENAZONE.—The scale of prices for this product continues at the recent reduction: two cwt., 6s. 2½d.; one cwt., 6s. 5d.; less than one cwt., 6s. 8d. per lb. Powder, 2½d. per lb. extra.

PHENAZONE SALICYLATE (SALIPYRIN).—The scale of prices continues at the recent reduction: two cwt., 7s. 7d.; one cwt., 7s. 9¼d.; less than one cwt., 7s. 11¼d. per lb.

PHOTOGRAPHIC CHEMICALS.—AMIDOL.—28 lb., 7s. 6d.; 14 lb., 8s. 3d.; 7 lb., 9s.; under 7 lb., 11s. 9d.; per lb., in 1-lb. bottles. CHLORQUINOL.—1-lb. bottles, 21s. per lb. GLYCIN.—7 lb., 10s. 6d.; 1-lb. bottles, 13s. 6d. per lb. HYDROQUINONE.—56 lb., 4s. 10½d.; 28 lb., 5s.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; 1-lb. bottles, 6s. 6d. per lb. METOL.—28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 9d.; 3 lb., 11s. 6d.; 1-lb. bottles, 12s. 6d. per lb. ALUM (PHOTOGRAPHIC QUALITY).—1 cwt., 21s. per cwt.; 28 lb. for 6s. GOLD CHLORIDE.—15-grain tubes, 45s. per doz. MAGNESIUM POWDER.—10s. per lb. PARAMIDOPHENOL HYDROCHLOR.—8s. 6d. per lb. POTASSIUM FERRICYANIDE.—14 lb., 2s. 2d.; 7 lb., 2s. 4d.; 1 lb., 2s. 6d. per lb. POTASSIUM METABISULPHITE.—One cwt., 7½d.; 28 lb., 8d.; 14 lb., 9d.; 7 lb., 11d.; 1 lb., 1s. per lb. PYROGALLIC ACID, CRYST., 28 lb., 6s. 9d.; 14 lb., 7s. 6d.; 7 lb., 8s. 3d.; under 7 lb., 8s. 9d. per lb. SODIUM (CARBONATE RECRYST.).—5 cwt., 12s. 6d. per cwt., 1 cwt., 15s. 6d per cwt:; 56 lb. for 11s. 6d.; 28 lb. for 6s. SODIUM HYPOSULPHITE, CUBES, CRYST.—5 cwt., 16s. 3d.; 1 cwt., 18s. 6d. per cwt.; 56 lb. for 11s.; 28 lb. for 6s. SODIUM SULPHIDE (PURE).—7 lb., 1s. 3d.; 1 lb., 1s. 6d. per lb., bottles and jars charged extra and non-returnable. SODIUM SULPHITE, RECRYST.—One cwt., 20s. per cwt.; 56 lb. for 13s. 6d.; 28 lb. for 7s.

POTASSIUM PERMANGANATE (B.P.).—Continues in fair demand and mostly in limited quantities: spot, bulk quantities, in drums, 8½d. to 9½d.; druggists' parcels, from 10d. to 1s. per lb.

POTASSIUM SULPHOGUAIACOLATE.—Dealers' spot prices are at about 6s. 1½d. to 6s. 3d. per lb., as to quantity.

QUININE SALTS.—Convention prices continue unchanged: sulphate, 2s. 2d.; bisulphate, 2s. 2d.; ethyl carbonate, 2s. 9¾d.; salicylate, 2s. 10½d; hydrochloride, 2s. 8½d.; bihydrochloride, 3s.; hydrobromide, 2s. 8½d.; bihydrobromide, 3s.; valerianate, 3s.; hydrophosphite, 4s.; alkaloid, 3s. 10½d. per oz., carriage paid on bulk quantities; 100-oz. tins free, smaller packages extra.

RESORCIN.—British material only available: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., up to 6s. 6d. per lb.

ROCHELLE SALTS.—Makers' prices are steady:—

—	Pulv. Sod. Pot. Tart. B.P.	Pulv. Seidlitz	Double Seidlitz
	Per cwt. s. d.	Per cwt. s. d.	Per cwt. s. d.
Under 1 cwt.	85 0	68 0	75 6
Under 5 cwt.	82 6	66 3	73 3
Over 5 cwt. in one delivery ...	80 0	64 3	71 0

Soda. pot. tart. cryst. at 2s. 6d. per cwt., extra to powder, net, 14 days. Special prices for quantities. Contracts accepted subject to a rise and fall clause.

SACCHARIN.—The Convention price for 550 is 37s. 6d. per lb., duty paid, with rebates for quantities.

SANTONIN.—There is a movement to improve quotations for this product and the former rates of £9 to £9 10s. have been withdrawn. Prices now suggested range from £11 10s. to £14 per kilo, ex store.

SALICYLIC ACID (B.P.).—Rather more inquiry, makers' prices unchanged, moderate inquiry: five cwt., 1s. 7d.; 1 cwt., 1s. 7½d.; 28 lb., 1s. 10d.; 14 lb., 1s. 11½d.; 7 lb., 2s. 0¾d.; 4 lb., 2s. 2¼d. per lb.

SALOL.—Competitive and in small demand: crystals in the region of 2s. 6d. to 2s. 10½d. per lb., as to quantity.

SODIUM BENZOATE (B.P.).—Values steady, average business: bulk quantities, 1s. 6d.; one cwt., 1s. 7d.; smaller parcels, 1s. 7½d. up to 2s. per lb., as to quantity.

SODIUM SALICYLATE (B.P.).—A little more inquiry, makers' quotations unchanged: home trade, crystals or powder, five cwt., 1s. 5½d.; one cwt., 1s. 6d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s.; 1 lb., 2s. 3d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Market is quoted unchanged: British makers quote at 1s. 1½d. per lb., less 5 per cent. discount. Dealers' offering foreign materials at competitive prices.

Crude Drugs, etc.

AGAR.—With recent arrivals spot stocks have improved; business has been only moderate: Kobe No. 1, 4s.; No. 2, 3s. 8d. to 3s. 9d. Yokohama No. 1, 3s. 9d. per lb., ex store. Shipment, Kobe No. 1, 3s. 6¼d.; No. 2, 3s. 2½d. Yokohama No. 1, 3s. 3d. per lb., c.i.f. New crop, January-February shipment, is being quoted at 2s. 9d. per lb., c.i.f., with possible buyers at 2s. 6d., c.i.f.

ALOES.—Curaçao continues very firm for shipment, and it is reported that up to 120s., c.i.f., has been paid and a still higher figure now quoted. Cape steady and unchanged. Cape, spot, 63s. to 64s., as to quality; shipment, 62s. 6d. to 63s. per cwt., c.i.f. Curaçao, spot, 115s. for softish coarse; 120s. for blacks per cwt., and up to 140s. for livers; shipment, the latest quotation is up to 127s. 6d. per cwt., c.i.f.

ANTIMONY.—Market continues firm. Chinese crude, spot, £45; shipment, nominal. English regulus, £92 10s. to £93 10s. per ton, ex store.

BALSAMS.—Higher prices are quoted for *Canada* on spot, and the shipment price is firm at 1 dollar 7 cents, c.i.f. *Tolu*, 1s. 10½d.; *Canada*, 4s. to 4s. 2d.; *Copaiba*, B.P. Para, 1s. 11d. to 2s. 1½d.; *Peru*, 5s. 6d. per lb., ex store.

BELLADONNA.—Market is steady, but quiet: leaves, 56s. to 57s. 6d.; root, 46s. to 47s. 6d. per cwt., spot.

BENZOIN.—Occasional small spot business: Sumatra, seconds, 75s. to 85s. per cwt., as to quantity and seller. Siam, bean and pea, £26; pea, £20; grain, £15 per cwt., ex store.

BUCHU.—Sales of a few bales on spot are reported, with values fully maintained: rounds, 2s. 2d. to 2s. 3d., as to quality, in unbroken bales. Ovals are quoted 1s. 10d. for yellowish to 2s. per lb. for fair colour. Shipment is unchanged at 2s. per lb., c.i.f.

BURDOCK ROOT.—Dealers are offering spot stocks at 48s. 6d. to 50s. per cwt., ex store, as to quantity.

CAMPHOR.—Steady spot demand, with stocks remaining at a low level; values are firm and unchanged as quoted: Japanese manufacturing BB grade, £8 10s. per 100 lb. Japanese, spot, tablets, 2s. 7½d.; powder, 2s. 3¾d.; slabs, 2s. 3½d. per lb., ex store; shipment, tablets, 2s. 3½d.; powder, 2s. 1d.; slabs, 2s. 0¾d. per lb., c.i.f.; English refined flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz., and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ⅓ oz. and ¼ oz., 3s. 6d. per lb.

CANTHARIDES.—Dealers report more inquiry: Chinese is now quoted at 2s. 6d. per lb., duty paid, but a parcel now arriving might be slightly less; shipment, October, quoted at 1s. 9d. per lb., c.i.f.

CARDAMOMS.—Values are being maintained, with the market distinctly quiet. Aleppy, green, 4s. 6d. Bombay seed, 6s. 6d. Bleached, if available, about 6s. 6d. per lb., ex store.

CASCARA SAGRADA.—Interest in this product is still of little importance, business this week again being slow. Values, spot and forward, are unchanged. The source reports that the crop of peel has now all been brought in, and stocks are well below normal, and they confidently look for higher prices in due course: shipment, 1937 peel, 46s. per cwt., c.i.f., with spot holders asking 58s. to 60s. per cwt.; 1934 peel, 65s. 6d.; 1935 peel, 67s. 6d. per cwt.

CHAMOMILES.—The shipment price for new crop first pickings works out at about 165s. per cwt., landed and duty paid. Old crop, discoloured flowers, at cheaper prices.

CLOVES.—At the fractional decline the market is steady: Zanzibar, spot, 8¾d.; shipment, September-October, 7 13/16d. per lb., c.i.f. Madagascar, in bond, 8d.; shipment, October-December, 7¾d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended September 11 were *nil*, and the deliveries 20, leaving a stock of 3,603. From January 1 to date the landings of Zanzibar have been 5,047 and the deliveries 3,060. Landings of Madagascar for the week ended September 11 were *nil*, and the deliveries 201, leaving a stock of 4,077. From January 1 to date the landings of Madagascar have been 5,267 and the deliveries 2,360 packages.

COCOA BUTTER.—Business quiet, market steady: prime English, 1s. 1d. to 1s. 1½d. per lb. Foreign, 11d. to 1s. per lb., as to quantity.

COCONUT (DESICCATED).—The recent advances have not been fully maintained this week: spot, fine, 22s. 6d.; medium, 21s. 6d. per cwt.; shipment, halves, September and October, 20s. 9d.; November-December, 21s. per cwt., c.i.f.

CELERY SEEDS.—Spot values for good bulk quantities are steady in the region of 85s. per cwt.

COD-LIVER OIL.—Bergen reports the shipment market continues firm at the further advance, and still higher prices are to be expected: finest Lofoten steam refined, non-freezing medicinal oil, 107s. 6d. per barrel, c.i.f. London. Small lots, on spot, about 137s. 6d. per barrel, ex store, duty paid. British finest medicinal oil is quoted at 110s. per barrel, delivered U.K., with rebates for 25, 50 or more barrels.

COLOCYNTH.—Supplies of pulp are offering on spot from 1s. 4½d. to 1s. 6d. per lb., as to quality and quantity. Business remains modest.

DANDELION ROOT.—Some good clean Continental root is available on spot at about 70s. to 75s. per cwt., ex store.

DERRIS ROOT.—With the consuming season drawing to a close, the outlook for this market is not promising at the moment: spot, from 8¼d. to 1s. 4d. per lb., as to quantity; shipment, basis 17 per cent. ether extract, 7¼d. per lb., c.i.f.

DIGITALIS LEAVES.—No quotations for new crop. Old crop, in small lots, quoted at 90s. per cwt., ex store.

ERGOT.—This market continues neglected owing to the uncertain conditions. No firm shipment offers of Spanish or Portuguese. One lot of old crop Russian offered from Hamburg at 4s. 6d., c.i.f. On spot, a few bags of Portuguese at about 5s. 9d. per lb., ex store.

GALLS.—The last quotation on spot for China plums was at 65s. There has been a fair inquiry on the market this week. No shipment offers from the source. Some spot supplies of Aleppy, with blues at 95s., greens at 70s. and whites at 55s. per cwt., ex store.

GENTIAN.—Market is steady, business moderate: spot root is quoted in the region of 47s. 6d. to 50s. per cwt., as to description and quantity.

GINGER.—At the increase the West African product is steady: West African, spot, 58s. 6d., for arrival; 56s. 6d. per cwt., c.i.f., nominal. Jamaican, spot, bold, in barrels, 87s. 6d.; small grinding, in bags, 62s. 6d. per cwt., ex store.

GUM ACACIA.—Business continues to be chiefly confined to spot trade, which is still offered at comparatively cheap prices: Kordofan cleaned sorts, spot, 52s. 6d.; shipment, 50s. per cwt., c.i.f.

HENBANE.—Small parcels are quoted on spot at about 75s. per cwt., ex store.

HENNA.—Moderate demand continues: Egyptian, green leaves, 34s. to 35s. 6d.; brown, 30s. to 32s. 6d. per cwt., ex store, as to quantity.

HONEY.—This market continues healthy, with inquiry for most descriptions. Values are fully maintained: spot, Jamaican, dark manufacturing, 37s. up to 50s. for pale set. Californian, white clover, 50s., duty paid. Canadian, white set, nominal, at 51s. per cwt., with one lot of extra white No. 1 offered at high figures. No Cuban, Mexican or Haiti.

HYDRASTIS.—The market continues steady, but business has been decidedly poor: spot, 13s. 3d.; shipment, new crop, 12s. 6d. per lb., c.i.f.

IPECACUANHA.—A very fair business recorded in small lots at full prices. Matto Grosso, B.P. test, spot, 8s. 6d.; shipment, if available, 7s. 9d. per cwt., c.i.f. Some root, not quite up to standard quality, at slightly cheaper prices on spot.

IRISH MOSS.—Supplies are available on spot and are quoted from about 45s. to 60s. per cwt., as to quantity and quality, ex store.

KOLA NUTS.—Limited spot supplies offering: West Indian, halves, 4½d.; African, 3½d. per lb., ex store.

LIQUORICE ROOT.—Spot supplies of good natural root at 12s. 6d. per cwt. Good decorticated is difficult to locate on spot; medium quantity offering at 37s. 6d. per cwt., ex store.

LOBELIA HERB.—Dealers report occasional business: bulk quantities at about 5½d., and small lots, up to 6¾d. per lb., ex store.

LYCOPODIUM.—Market steady, business quiet: spot, about 5s. per lb., ex store.

MANNA.—Dealers quote small parcels of finest selected at 3s. 6d. per lb., in 1-lb. tins.

MENTHOL.—A fair spot demand continues for this Japanese product and the general tone is quite steady, particularly on spot, with stocks running low. There has also been quite a good inquiry from the Continent. K/S brands, spot, 13s. 9d. to 14s.; in bond, 11s. 9d. to 12s. per lb. Japanese shippers quote September-October, 11s. 9d.; October-November, 11s. 6d. per lb., c.i.f.; their quotation for October-December is firmer at 11s., c.i.f. There are possible second-hand sellers of this position at 10s. 7½d. to 10s. 9d. per lb., c.i.f.

MERCURY.—Quotations for Spanish-Italian metal unchanged: London stocks available. Quoted at 67 dollars per bottle, f.o.b. Continent; spot, £13 12s. to £13 12s. 6d. per bottle, ex store.

OPIUM.—Market steady, average business: Turkish, original cases of 170 lb., 12½-13 per cent., 1s. 1¾d.; Persian, 12 per cent., 1s. 1d. per unit, landed and duty paid.

ORANGE PEEL.—Thin cut Tripoli remains quoted at 1s. 1d. to 1s. 2d. per lb., ex store. No supplies of bitter quarters offering.

ORRIS ROOT.—Good bold selected quoted at about 30s. per cwt. Other grades range from 27s. upwards, ex store.

PEPPER—Values show a recovery this week, market about steady but quiet. Lampong, in bond, 3⅛d.; shipment, October-December, 3 3/32d.; January-March, 3⅛d., c.i.f. Tellicherry, spot, 4¼d.; shipment, September-November, 3⅞s., c.i.f. Aleppy, spot, 4d.; shipment, September-November, 3⅞s., c.i.f. White Muntok, in bond, 6d.; shipment, October-December, 4⅜d.; January-March, 4½d. per lb., c.i.f.

PIMENTO.—At the further advance the market is firm. Spot, 9d. per lb.; shipment, September-October, 7os. per cwt., c.i.f.

PODOPHYLLUM.—No *P. emodi* available on spot. Old stock of *P. peltatum* quoted at 70s. per cwt., ex store. Quotations for shipment of new crop are coming in at very high figures.

PSYLLIUM SEED.—Dealers are quoting small spot parcels at about 9d. per lb., ex store.

RHUBARB.—The market is practically bare of supplies and the remaining few odd cases are in firm hands. There are no shipment offers. Any Shensi is fully 5s. to 5s. 6d., as to seller. Rough Round, all pinky, firm at 2s. 9d., and ordinary quality at 2s. 6d. per lb., duty paid, ex store. Values tend still dearer.

RUBBER.—Values weakened towards the close, with business very quiet, market unsteady. Standard ribbed smoked sheet, spot, 8 15/16d.; September, 8 15/16d.; October, 9d.; November, 9 1/16d.; December, 9 1/16d.; January-March, 9 3/16d.; April-June, 9¼d. per lb.

SAFFRON.—The small spot stocks of genuine Valencia are quoted steadily at 75s. per lb., ex store.

SEEDS.—ANISE.—Spot, duty paid, Spanish, 60s.; Syrian, 40s. CANARY.—Market remains quiet. Prices quoted, spot, duty paid, Mazagan, 21s. 6d.; Turkish, 19s.; Plate, 19s. 6d.; Spanish, 30s. to 45s., according to quality. CARAWAY.—Dutch, on spot, is 33s., duty paid; 29s. 6d. quoted f.o.b. Holland. CORIANDER.—Market firm. Morocco, on spot, is 28s., duty paid. For shipment, 25s. 6d., c.i.f. quoted. CUMIN.—Spot, Malta, 46s. duty free. Morocco, 45s., duty paid. Morocco, old crop for shipment, 42s., c.i.f. FENUGREEK.—Morocco, spot, is 13s. 6d. to 14s., duty paid. MUSTARD.—English, 22s. to 33s. 6d., according to quality.

SENEGA.—Business seems to have been of little importance, values about steady. Spot, 2s. 2d.; shipment, 2s. 0½d. per lb., c.i.f.

SENNA.—The market continues fully steady, but business has not been of much account:—Tinnevelly leaves: Fair green quality is offering on the spot as follows: bold, 6½d.; No. 1 at 5½d.; No. 2 at 3¾d.; No. 3 at 2¾d.; No. 4 at 2¼d. per lb. Tinnevelly pods: Good pale green hand-picked pods have been in better demand at 4½d. to 5d. per lb., ex wharf, London, with lower grades available down to 3½d. per lb. Manufacturing quality has become very scarce with only isolated lots offering at 2½d. per lb., ex wharf, London. Owing to the losses incurred by importers during recent years there is little inclination to bring in further shipments unless prices advance to a remunerative level. Alexandrian pods: There have been no recent arrivals of best quality hand-picked pods, and spot supplies are now considerably reduced. Spot values are as follows:—Best selected, 5s. to 5s. 3d.; No. 1 at 3s. 6d. to 4s.; No. 2, 2s. 3d. to 2s. 9d.; No. 3, 1s. 6d. to 2s., with lower qualities available at 1s. to 1s. 3d. per lb., ex wharf, London.

SHELLAC.—At the further advance this week the market tends to be unsteady: spot, standard TN orange, 48s. to 50s.; fine orange, 60s. to 105s.; pure button, 57s. 6d. to 60s. per cwt., ex store. For delivery, TN, October, 47s. 6d.; December, 48s. 6d. For arrival, TN, September-December, 45s. 6d. per cwt., c.i.f.

SQUILL.—Good supplies of new crop offering at about 25s. to 27s. 6d. per cwt., as to quantity and quality.

TONKA BEANS.—The spot market remains dull. Fair frosted Para beans, 3s. 2d. to 3s. 4d. per lb., as to quantity; shipment, 2s. 5d. per lb., c.i.f.

TRAGACANTH.—During the past week there has been a good business in the No. 2 and 3 grades of pharmaceutical gums, with prices at about £60 and £50 per cwt., respectively. Textile and amber gums are quiet and quoted unchanged. The last report from origin states shippers are not able to consider further sales of white grades.

TURMERIC.—The price for any Madras finger is fully 30s. per cwt., spot; shipment is quoted at 28s. per cwt., c.i.f. Some slightly wormy Rajapore quoted in the region of 30s. per cwt., spot.

VALERIAN ROOT.—Dealers are offering spot supplies at about 40s. per cwt., ex store.

WAXES.—BEES'.—Business has been quiet, and in some descriptions prices have a slightly easier tendency: Calcutta, bleached spot, 145s.; shipment, September-October, 140s.; ordinary quality, spot, 118s.; shipment, September-October, 100s., c.i.f., Abyssinian, 118s. in bond; no shipment offers. Benguella, spot, 125s.; shipment, September-October, 108s. 6d., c.i.f. Conakry, spot, 118s.; shipment, 113s., c.i.f. Dar-es-Salaam, spot, 127s. 6d.; shipment, September-October, 121s. per cwt., c.i.f. CARNAUBA.—Market has remained quiet. Fatty grey, spot, 172s. 6d.; shipment, afloat, 167s. 6d., c.i.f.; September-October, 163s. 6d.; October-November, 161s.; November-December, 160s., c.i.f. Chalky grey, spot, 170s.; shipment, 157s. 6d., c.i.f. Primeira, spot, good quality, 220s.; f.a.q., 215s.; shipment, September-October, 200s., c.i.f. Mediana, spot, 210s.; shipment, 195s., c.i.f.

Essential Oils, etc.

THE few strong markets continue to hold their position ; these include anise (Star), cassia, Australian eucalyptus, Japanese peppermint (spot). Improvement is noted in Java and Ceylon citronella. French Guinea orange is dull, with values nominal.

ALMOND.—Market has been quiet, quoted unchanged: English-made, cwt. lots, 3s.; smaller parcels, up to 3s. 6d. per lb.; foreign, cwt. lots, 2s. 10d.; smaller parcels, up to 3s. 3d. per lb. French, bitter, 6s. to 6s. 3d. per lb.

ANISE (STAR).—There has again been a brisk inquiry for home trade and for export. With remaining stocks further depleted with tins sold up to 5s. and 5s. 3d. now asked, if available. Drums have sold up to 4s. 7½d.; and if there are any left on spot, 4s. 9d. would be wanted. No leads. There have been one or two arrivals from Hong Kong this week ; apparently the first shipment of the 14.5° to 14.9° oil which was offered from the source at mid-summer Practically all this oil reported to have been sold for re-export, with tins fetching 4s. 7d. and drums 4s. 6d. per lb. It is reported that an offer from Hong Kong has been received in London this week for October shipment at 3s. 7d., c.i.f., for drums, but there is some doubt as to whether an order would be booked, and further whether shipment could be effected. No business has been done in the shipment market, which continues nominal.

BAY.—Occasional small spot business: 49 to 50 per cent., 4s. 7½d. to 4s. 9d.; 59 to 60 per cent., 4s. 9d. to 4s. 10½d. per lb., as to quantity.

BERGAMOT.—Conditions in the shipment market are reported to be continuing steady, with quotations from about 15s. 3d. to 15s. 9d. per lb., c.i.f., as to shipper. Some small spot business moving, with current values ranging from 14s. 9d. to 15s. 9d. per lb., as to seller and quantity.

BOIS DE ROSE.—Spot holders are quoting drums of the Brazilian oil from 6s.; smaller quantities up to 6s. 6d. per lb. No firm shipment offers, but a price of about 5s. 9d., c.i.f., indicated.

CAJUPUT.—Continues very steady at the recent advances: B.P., 2s. 9d. to 3s. per lb., as to quantity ; shipment unchanged at 2s. 4d., c.i.f.

CANANGA.—Little interest on spot ; shipment market irregular: quoted from about 6s. to 6s. 4d., as to quantity ; shipment, about 5s. 11d. per lb., c.i.f.

CARAWAY.—As quoted the market is steady: Dutch rectified, 7s. 9d.; crude, 7s. 4d. per lb., landed and duty paid.

CASSIA.—Holders of the moderate quantity of good quality oil tend to harden their prices to 3s. 4½d. per lb. in leads. No offers for prompt shipment from the source, but there has been one offer of drums, October shipment, at 3s. 4½d. c.i.f.

CEDARWOOD.—Business continues rather quiet and spot quotations for bulk quantities are keen: African, in drums, 1s.; smaller packages, up to 1s. 3d. per lb. American, in drums, 1s.; smaller packages, up to 1s. 3d. per lb.

CINNAMON LEAF.—Market rather quiet, with Ceylon oil on spot quoted at about 3s. 7d. per lb.; shipment for bulk quantities is rather easier.

CITRONELLA.—Conditions in the shipment markets continue firm at rather higher prices: Ceylon, spot, drums, 1s. 9½d.; smaller parcels, up to 2s.; shipment, drums, 1s. 7½d. per lb., c.i.f. Java, spot, drums, 2s. 1½d. to 2s. 2d.; smaller parcels, up to 2s. 6d.; shipment, drums, 2s. per lb., c.i.f.

CLOVE.—No shipment offers of Madagascar oil for some time: Madagascar, spot, drums, nominal ; smaller packings up to 4s. 0d. per lb.; shipment, 3s. 2½d. per lb., c.i.f., was the last quotation. English distilled oil, cwt. lots, 5s. 6d.; smaller parcels, up to 5s. 9d. per lb., c.i.f.

EUCALYPTUS.—A steady demand on spot for limited quantities and some inquiry for shipment, with values firm at recent advances. It is difficult to locate supplies on spot of 80 to 85 per cent. oil. Australian, 70 to 75 per cent., 1s. 8¾d., in drums ; 1s. 9½d., in tins ; 80 to 85 per cent., 1s. 10½d. per lb., in drums, if available ; higher prices for small lots on spot. Shipment, 70 to 75 per cent., 1s. 6d. in drums ; 1s. 6½d. in tins ; 80 to 85 per cent., 1s. 7½d. per lb., c.i.f., for September-October shipment.

GERANIUM.—Despite the cheap prices at which average quality oil is offering, the spot demand remains poor. The shipment markets for Bourbon and Algerian are unsettled, but at cheap sterling values: Bourbon, spot, 15s. to 15s. 6d. Algerian, spot, 14s. 6d. to 15s. It is difficult to define shipment values owing to the fluctuations of the French franc.

GINGERGRASS.—The shipment quotation is now at about 6s. 9d. per lb., c.i.f., October shipment only offering.

GRAPE-FRUIT.—Market steady, business quiet: Florida, 11s. to 12s. per lb.; Californian, 10s. 6d. to 12s. per lb., as to quantity.

HO (SHIU).—Holders of spot stocks are quoting "improved" quality oil, in drums, at about 4s. 3d., and are not inclined to take less. Only distant positions quoted for shipment, with the price working out at about 3s. 9d. per lb., c.i.f.

JUNIPER BERRY.—Dealers report an average amount of small spot business, with their prices for B.P. quality from 3s. 6d. to 4s. per lb., as to quantity.

LAVENDER.—Under normal conditions new crop prices would now be generally available. Owing, however, to recent weakness in the French franc and its future uncertainty, shippers are reluctant to make firm offers. A number of quotations have been received, and some of these were later withdrawn. Any further substantial outward movement of the franc would no doubt cause prices generally to be withdrawn. Based on the franc at 140 to the £, the average prices for good quality 38 to 40 per cent. oil works out at 16s. 9d. to 17s. 9d. per lb., landed. Lavandin, from 8s. 9d. to 9s. 3d. per lb., landed. One report from the source states that the primary market has this week become firmer. The currency exchange position, however, overshadows the market.

LEMON.—The source reports a very fair business in shipment orders, and the market is now fully steady at 11s. 3d. to 11s. 7½d. per lb., c.i.f., as to shipper. The spot market has remained quiet, with sellers quoting from 10s. 6d. to 11s. 6d. per lb., as to quality and quantity. Machine-made for shipment is quoted at 10s. 6d., c.i.f. A small parcel of Californian cold-pressed oil is offered here at 8s. 9d. per lb., in cases, ex store.

LEMONGRASS.—Rather better conditions are reported in the shipment market, with the quotation now about 1s. 7¾d. per lb., c.i.f.; on spot, 1s. 9d. to 1s. 10d. per lb., as to quantity, ex store. Quotations for distant positions are rather cheaper than for prompt shipment.

MANDARIN.—Values steady, business quiet: spot, 23s. to 24s. 6d. per lb., as to quality ; shipment, 23s. 6d. per lb., c.i.f.

MUSK.—One or two caddies of Tonquin pods have reached London this week; the price asked is 52s. 6d. per oz.

NEROLI.—Values are steady, with occasional inquiry being dealt with. New crop perfumers' quality, 27s. 6d. to 30s. per oz.; other grades range from 18s. to 24s. per oz., ex store.

NUTMEG.—The demand for the American oil is small ; quoted at 5s. 7½d. to 5s. 9d. per lb., as to quantity.

ORANGE.—Owing to the lack of business usual at this time of the year the value for French Guinea oil is nominal. There would be sellers of drums from 4s. 8d. to 4s. 9d. and up to 4s. 10½d. for tins in cases, but no business of importance recorded. Shipment is neglected and nominal at 4s. 6d., c.i.f. Sicilian sweet is quoted at 12s. 10½d., c.i.f., and bitter oil at about 9s. per lb., c.i.f. Tanganyika bitter oil, in drums, 8s. per lb., ex store. Californian, small drums, 4s. 2½d.; tins in cases, 4s. 3½d.; single cases, 4s. 6d. per lb., ex store.

PEPPERMINT.—The Japanese product has continued in good demand for home trade and for export to the Continent. Supplies are very short on spot and quoted from 5s. 1d. to 5s. 3d., as to brand and seller. Near afloat oil has sold up to 4s. 9d. per lb., c.i.f. Japanese shippers are only quoting October-November, 4s. 8d., c.i.f., and October-December 4s. 7½d., c.i.f. On the market there are sellers of October-December at 4s. 5d., with buyers at 4s. 3d. per lb., c.i.f. The American natural oil in drums is quoted from the source from 2 dollars 40 to 50 cents per lb., in drums, c.i.f. London.

PETITGRAIN.—Market continues steady, moderate demand with spot stocks rather small. Spot, in cases, 4s. 3d. to 4s. 4d.; shipment, 4s. 2d. per lb., c.i.f.

ROSEMARY.—The spot position continues firm as regards supplies of good quality Spanish oil, for which holders require from 3s. 8d. to 4s. 3d. per lb., as to quantity and quality. No reply to inquiries as to prospects of new crop oil from the source.

SANDALWOOD.—Genuine East Indian Mysore, in one-case lots on spot, 19s. per lb. Oil described as East Indian is steady at the recent slight advance at 17s. 6d. per lb., c.i.f., for bulk quantities. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, 7s. 3d. per lb. Australian, steady at 15s. 3d. per lb. for 7-lb. tins ; one case at 14s. 9d. and five cases at 14s. 6d. per lb.

SASSAFRAS.—Not much business of any size. Spot quotations for natural oil range from 3s. 7d. to 3s. 9d. per lb., as to quantity, ex store.

SPEARMINT.—There is still a good margin in quotations, depending on the brand of oil, but for U.S.P. spot is at about 8s. 10½d. to 9s. and shipment 7s. 11d. to 8s. per lb., c.i.f. Other quotations are from 8s. 6d., spot, and 7s. 6d., c.i.f.

SPIKE.—A fair amount of small business continues on spot, and holders of good quality Spanish oil are not sellers at under 5s. 6d. to 6s. per lb., ex store. There are, however, offers on spot at slightly cheaper prices. No shipment offers and no news of new crop oil.

VETIVERT.—Business in Bourbon is lacking. Spot sellers from about 24s. to 25s. per lb., as to quantity.

WORMSEED.—Steady at the source for U.S.P. oil, with the quotation at 11s. 4½d. per lb., c.i.f. Spot quotations vary from 11s. 8d. to 12s. per lb., as to brand.

Correspondence

Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

Testimonial to Mr. Skinner

SIR,—The Committee of the North London Pharmaceutical Association desire through your valuable columns to appeal to all pharmacists in the North Metropolitan area to support a project to present Mr. Herbert Skinner with a testimonial on his impending retirement after twenty-five years' service as honorary secretary. Contributions large or small will be much appreciated and duly acknowledged. Will all who are interested in this worthy recognition kindly send their subscriptions to the treasurer, Mr. J. J. Tyrrell, 33A Cecil Road, N.10.—Yours faithfully,

G. E. STREET, President.
G. A. TOCHER, Vice-President.
A. E. FOOTITT, Hon. Assistant Secretary.

London, N.

Expense of the Society's School

SIR,—May I direct your attention and that of your readers to the subject of the continued maintenance of the School of Pharmacy and Pharmacological Laboratories at the Pharmaceutical Society's headquarters? I find upon inquiry that these two items absorb about 10s. 6d. per head of the members' subscriptions or in round figures about £10,000 annually. To the Society as an examining body the school is unnecessary, if not an anomaly, and I am informed by doctors that the medical profession have long ceased to maintain anything as the equivalent of this establishment. The only reason I can imagine that can be advanced for its continuance is one of sentiment, but definitely, as compulsory members, we cannot afford this galaxy of costly superfluity for the sake of sentiment, and this commitment should be immediately written off. With four universities and the possibility of an extended list, plus over a score of approved schools, students are adequately supplied with accommodation at lower fees. Surely the approved schools of London alone could provide for the extra forty or fifty students from the Square, and be glad to do so. Ten thousand pounds would form a handsome nucleus for the Parliamentary Fund, and in time provide a reason for the reduction of the membership subscriptions.

Yours faithfully,

Birmingham. S. C. BLORE.

Frangipanni

SIR,—In view of the comments of "Xrayser" in the *C. & D.*, September 11, p. 293, the following information in regard to this old perfume may be of interest. In Boyer's "Royal Dictionary," French and English, composed for the use of His Royal Highness the Duke of Gloucester (my edition is that of 1783), appears the following: "Frangipane"=a sort of perfume: *tourte de frangipane*, a kind of custard made with cream, pounded almonds, and pistachios. The Oxford Dictionary dates the words "Frangipane" 1676, "said to be from Frangipani, name of the inventor, and defines (1) a perfume prepared from, or imitating the odour of, the flower of the red jasmine; (2) the red jasmine tree (*Plumiera rubra*), 1866; (3) a kind of pastry containing cream, almonds, spice, etc., 1858. I am not prepared to accept, without considerable reserve, the dates given above, since Boyer in 1783 and earlier gives practically an identical definition which is dated 1858 in the Oxford Dictionary. Further, I have an eighteenth-century encyclopædia (Dr. Chambers) which gives "red jasmine" as the equivalent of *Plumiera*. Larousse defines Frangipane as a perfume of Italian origin used for perfumed leather for gloves, etc. The eighteenth-century encyclopædia of Dr. Chambers states that the exquisite perfume, Frangipane, used for gloves, purses, etc., was invented by a Roman nobleman of the ancient family of the Frangipani; and that the perfumed liquor of the same denomination was invented by a grandson of Mutio Frangipani. The genus *Plumieria* (*Plumiera* in the Oxford Dictionary) belongs to the Apocynaceæ, the name being given to the genus by Tournefort, the Franciscan traveller in South America (1656-1708). According to Sawer, the name Frangipani was given to *Plumieria rubra* and *P. alba* by French colonists in the West Indies. But I think that if this is correct, it was only borrowing the name from the Italian glove or liquid perfume. At all events, the original *Plumieria* has had little to do with any of the formulas published or used for the nineteenth-century perfume, which was compounded on any individual's fantastic formula. The botanist Plumier, earlier than Tournefort, gave the name *Rondeletia* to a genus of the *Cinchonaceæ* in honour of the botanist Rondelet. But it is improbable that the nineteenth-century Rondeletia perfume had ever been near a rondeletia flower.—Yours, etc.,

London, S.E. ERNEST J. PARRY.

National Selection

SIR,—I am afraid Mr. Eirwyn Owen (*C. & D.*, September 11, p. 313) did not quite grasp my meaning when I said I should be interested to see if the recommendations of the National Election Council are effective at the next election. So far from advising a policy of sitting back and doing nothing, it will be seen from the sentence following the one quoted in my previous letter that I welcome any method to increase the number of returned voting papers. To many of us it is often difficult to choose from a list of candidates about whom we know nothing personally, and can only judge by the published election appeals. Presumably it is the object of the Advisory Council to help us in doing so. If this is the case, is the Advisory Council going to select seven candidates as worthy of a vote, to publish their list, and then to expect all the members of the Society to vote accordingly? What I shall be interested to see is whether the general body of members will take their advice. To those members who do not vote, such a method might induce them to put a cross against the selected names, as it would save them the trouble of making their own choice, and yet looking at it from another angle, if everybody did this the body might as well be constituted as a National Selection Committee, and save the expense of an election.—Yours faithfully,

VOTEX (12/9).

Future of the Drug Fund

SIR,—In reference to the possibility of an extension of the National Health Insurance Scheme to dependants of insured persons and others in the near future, which you mention in your article on "Health Services in Scotland" (*C. & D.*, September 11, p. 304), I should like to ask where it is proposed to find the money to finance it? In the case of a dependant, such as the wife of an insured person, there is no employer, she has no wages, and it leaves only the Government fund, which last year was unable to meet the accounts of the chemists for drugs and appliances supplied. My experience of panel work is that in small pharmacies one may dispense anything from a dozen to twenty scripts a day, up to fifty may be considered a fair number, and over that constitutes a large panel practice. With the inclusion of dependants these numbers might reasonably be expected to be doubled, and unless some more satisfactory method of payment is instituted, the outlook is far from encouraging. Some light might be thrown on the prospects if we knew the average number of bottles of medicine a dispensing doctor supplies to his patients. I have not had any experience of surgery work, but I should not be surprised to learn that a doctor with a fair practice supplied a greater number of mixtures than many chemists. Whether the prescriptions contain the same variety of drugs or as many proprietary preparations is another question and beside the mark; it is the number which counts.—Yours faithfully,

DRUG ACCOUNT (12/9).

SIR,—The clerk of the Lancashire Insurance Committee has given figures of the cost of some prescriptions (*C. & D.*, August 14, p. 174) which should bring us to consider what effect they may have on the total accounts. One does not necessarily question the necessity of these large supplies, but the use of 1,044 lb. of ointment for one patient might cause one to ask what was the condition which required such an amount. However, granting there was no question of over-prescribing, it is evident that the drug fund as at present allocated cannot stand much expensive treatment of this kind. Another item difficult to understand is why the average cost of "physicking" should increase when a panel list exceeds 2,000. Surely the patients over that number do not require more expensive medicine than the earlier ones on the list.

Another point noticed was the growing tendency of insured persons to visit doctors at the first sign of trivial complaints; this was described as the most disturbing element. Undoubtedly it may be so in view of the drain on the drug fund, but people are often told that they should seek a doctor's advice on the first appearance of any untoward symptoms. A layman cannot determine whether these are trivial or a warning of something more serious. There are in every district a certain number of "chronics" and imaginary invalids who go for a bottle of medicine week after week, but a doctor should disillusion these unwanted patients. I have been reading the report of the insurance committee for my area, and I see that since the war the number of prescriptions has increased nearly three times as much as the number of persons. If there is no change in this rate of increase in the next few years, or in the terms of the contract, the drug fund will become hopelessly bankrupt.—Yours truly,

ENDORSER (16/8).

A Close Time for Councillors

SIR,—This suggestion (*C. & D.*, September 4, p. 289) has much in its favour; three years in the forum, one in the hurly-burly. I would like to lay down a programme for that year to suit what I conceive to be the requirements. I would let them acquire experiences in one-man pharmacies in (*a*) a country town, (*b*) in one of the slums of a city, (*c*) in the drug department of a big stores. I would arrange for them to spend a few weeks in the despatch departments of our big wholesalers and then they should have a month "on the road" calling on pharmacists. I am not sure that a job in the season as a locum in a business doing a big N.H.I. dispensing turnover would not be useful. I am quite sure that a year so spent would widen their outlook and they would go back to No. 17 with a clearer vision of what pharmacy wants to-day, not necessarily along educational lines. Incidentally, the one year "in the wilderness" for councillors is in force in a certain Association not unconnected with pharmacy; it has worked for the good of the Council as a whole. I hope the suggestion of your correspondent will not be overlooked.—Yours truly,

ALL-ROUNDER (8/9).

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

C. & D. Annual Special Issue

There is one annual publication which I always look for and it is the *C. & D.* SPECIAL ISSUE. It has never failed to please me, and one notes that each year it gets better and better. But this year you have surpassed yourselves and given us something which is particularly outstanding, and if it is not admired and appreciated by every reader I'll be amazed. The selection and arrangement of the articles and the artistic presentation merit the highest praise. The articles are all interesting, while the practical ones are really practical, and then the notes on successful pharmacists are so encouraging and do so much to remove that feeling of isolation which the very nature of our calling breeds, and so recharge us with enthusiasm and business vitality which in these days of company pharmacy the smaller pharmacist needs. . . . My best wishes for the future of the *C. & D.*—*R. C.* (New Zealand) (7/9).

Out-of-Pocket Expenses

The N.H.I. Drug Tariff provides that the expenses of obtaining certain ampoules, serums, vaccines and proprietary preparations and appliances not included in the tariff are payable to the chemist in addition to the net cost. There is another direction in which a much-needed modification might be effected. Many drugs are used in small quantities and are rarely prescribed; a chemist does not ordinarily stock these. When they are ordered in an insurance prescription the chemist must obtain them specially, but under present conditions only the net cost of the amount prescribed is payable, in spite of the fact that the pharmacist may have to buy a larger quantity or pay a minimum charge to the wholesaler. In such cases a contractor should be allowed to claim the price of an "original" package—just as in the case of "broken-bulk" proprietaries—and also the out-of-pocket expenses incurred in obtaining.—*Verifax* (15/6).

Miscellaneous Inquiries

We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

R. A. B. R. (18/84).—GENTIAN ELIXIR.—The formula for elixir gentianæ glycerinatum of the American National Formulary is as follows:—

Fluid extract of gentian	10 c.c.
Fluid extract of taraxacum	15 c.c.
Compound tincture of cardamom	60 c.c.
Syrup of raspberry	60 c.c.
Tincture of sweet orange peel	15 c.c.
Phosphoric acid	5 c.c.
Ethyl acetate	1 c.c.
Glycerin	400 c.c.
Sucrose	200 gm.
Alcohol	100 c.c.
Distilled water	to 1000 c.c.

Dissolve the sucrose in 200 c.c. of distilled water, and add the glycerin and the alcohol containing the tincture of sweet orange peel: then add the other ingredients and sufficient distilled water to make the product measure 1000 c.c.: mix well and filter until the product is clear.

F. R. C. (Bermuda) (14/9).—HORSES' SWEAT.—Diaphoretics or sudorifics increase the cutaneous secretion of horses and cattle. The action of diaphoretics is uncertain, and copious sweating is seldom produced by drugs. The administration of small and repeated doses of sweet spirit of nitre with solution of ammonium acetate and the application of warm clothing may succeed in inducing diaphoresis. The term "sudorific" is applied to a diaphoretic which acts powerfully. Other drugs which are used as diaphoretics are aconite, belladonna, camphor, colchicum, hyoscyamus, jaborandi, potassium nitrate and alcohol.

W. G. B. (7/9).—POISON FOR MOLES.—Liquid extract of red squill has been found to be an efficient substitute for strychnine. The bait should be prepared as follows:—

Meal	250 gm.
Shredded meat	210 gm.
Liquid extract of red squill	212.5 gm.

Divide the material into 150 baits, two of which should be inserted in each hole.

Another method of killing moles is to place pledgets of cotton-wool soaked in carbon disulphide in the animals' runs and cover up the holes again

J. O. B. (14/9).—WOOL BALLS IN LAMBS.—This condition is probably due to the animal taking in the wool while feeding, and it agglomerates in the stomach, causing loss of appetite, dullness, giddiness, excitement, difficulty of movement and death. Prevention is better than cure, and this means that wool must not be allowed to lie about on the pasture. There is no certain medicinal cure. Oil, anodynes, dilute hydrochloric acid and enemas may be given, but they are of little avail if the ball be of a fair size.

T. G. S. (13/9).—ASSISTANTS' MEAL-TIMES.—Intervals for meals must be allowed as follows:—(1) Between 11-30 a.m. and 2.30 p.m., forty-five minutes if the meal is taken on the premises, and an hour if taken off the premises; (2) between 4 p.m. and 7 p.m., thirty minutes for tea. No person of eighteen years and upwards may be employed for more than six hours without an interval of at least twenty minutes during the period. For further information see the *C. & D.* Diary, 1937.

Retrospect of Fifty Years Ago

Reprinted from "The Chemist and Druggist," September 17, 1887

The Best Doctor

American medical journals have got hold of a good story which they are not likely to let go of. They say that a prominent official went to stay awhile in a strange town, and, needing medical advice, he applied not to the landlord of the hotel, nor to the local druggist, but went straight to the postmaster. "Tell me," he said, "which of the doctors of the city takes the largest number of journals?" The postmaster told him, and the gentleman replied, "A man who takes the journals of his profession is well-read and up with the times, and that is the doctor I want to treat me and my family."

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Aloin · Atropine · Bismuth Salts · Caffeine · Cantharidin Capsicin · Chloroform · Chrysarobin · Codeine · Diamorphine Emp. Canth. Liq. · Ephedrine · Ergotin · Eserine · Ethylmorphine · Gingerine · Hyoscyamine · Jalap Resin · Leptandrin Morphine · Opium · Podophyllin Resin · Salicin · Santonin Scammony Resin · Strychnine · Veratrine and other Pharmaceutical Chemicals and Preparations.

T. & H. SMITH LTD.

25 CHRISTOPHER STREET, LONDON, E.C.2

Blandfield Works, Edinburgh, 32-34 Virginia St., Glasgow

EPSOM SALTS
Commercial and B.P. Qualities also Powdered

Glauber's Salt
Commercial and B.P. Qualities and Desiccated

Zinc Sulphate
Commercial and B.P. Qualities

Zinc Chloride
Fused, Granulated and Liquid

WILLIAM BLYTHE & CO., LTD.
Holland Bank Chemical Works
CHURCH
LANCASHIRE

Hyposulphite of Soda *Pea Crystals*

Lead Arsenate
Paste and Powder

Precipitated Sulphur

WEED KILLER

A list of our general Technical Chemicals sent on application

BURNSIDE'S
AUSTRALIAN EUCALYPTUS OIL

(Shipped by W K. BURNSIDE PTY., LTD., 34/36 JEFFCOTT STREET, MELBOURNE)

ALL B.P. GRADES

70/75% B.P.
A specially rectified Oil of high and very uniform Quality

Packed in Cases and Drums
STOCKS IN LONDON

80/85% B.P.
Distilled from E. POLYBRACHTEA
The finest B.P. Oil obtainable

All Grades can be relied upon to be Constant in Quality, Odour and Colour

15 PHILPOT LANE
LONDON, E.C.3

AGENTS FOR U.K.
WILSON & MANSFIELD, Ltd.
WHOLESALE ONLY

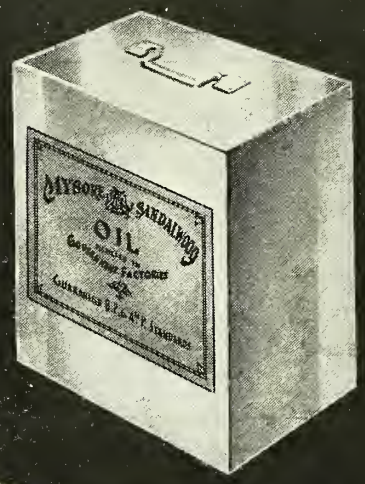
'Phone: MANSION HOUSE 9264-5-6
'Grams: WYFIELD, LONDON

SANDALWOOD OIL

FROM MYSORE

GUARANTEED 90%
PURE SANTALOL

Distilled under expert Government supervision, with a guaranteed minimum of 90% pure Santalol, Mysore Sandalwood Oil has long been recognised by perfumers as the finest and most fragrant the world produces.



THE TRADE COMMISSIONER FOR MYSORE IN LONDON

GRAND BUILDINGS
TRAFALGAR SQUARE
LONDON, W.C.2.

Sole Agents for U.S.A.: Messrs. W. J. BUSH & CO., Inc., 11 East 38th Street, New York.

Sole Agents for Canada: Messrs. W. J. BUSH & CO. (Canada) Ltd., 432 St. Helen Street, Montreal.

Tablets and Pills *Packed or Bulk*

ASPIRIN
CASCARA
and all
TABLETS and PILLS

Latest Automatic Pill Plant producing over 300,000 3-grain pills a day.

Private formulae Pills and Tablets carefully and accurately prepared at lowest possible prices.

Enquiries from Packers, Shippers & Trade

CASTLE HUSKISSON Ltd.

MANUFACTURING CHEMISTS

Swinton Works, Moon St., Islington, London, N.1

Telephone: **Clerkenwell 4266**

ESTABLISHED 1768

ROURA & FORGAS
14 SEETHING LANE, GT. TOWER ST., LONDON, E.C.3
Phone: ROYAL 3080

QUICKSILVER

Send your Enquiries to the SOLE IMPORTING BUYERS for the WORLD of the production of Quicksilver

of MINAS de ALMADEN, SPAIN

Apollo

SOFT
EXTRACTUM GLYCYRRHIZA
B.P.

This article is manufactured in the same high and uniform quality as our other liquorice products, and at an attractive price . . . Packed in drums of 40 lbs.

Write for Samples and Quotations.

PURE STICK LIQUORICE

'APOLLO' brand is the concentrated extract of carefully selected liquorice root grown on the fertile plains of Anatolia.

It is manufactured in the district where the root is cultivated.

The Chemist who sells 'APOLLO' brand knows that he is giving his customers a product of the highest purity and integrity.

Packed with bay leaves in 4-lb. cartons, 28 in a case. Made in 1 oz., 2 oz., 3 oz. and 4 oz. sizes divisible into 1 oz. sections.

TELEPHONE: TEMPLE BAR 5392/3

TELEGRAMS: "MACFORBES, ESTRAND, LONDON"

MACANDREWS & FORBES, Ltd., Bush House, Aldwych, London, W.C.2
ESTABLISHED 1857

STURGE
CITRIC ACID

A BIOLOGICAL PRODUCT OF UNVARYING QUALITY AND ABSOLUTE PURITY, SUITABLE FOR USE IN THE FINEST FOOD AND DRINK MANUFACTURES.

JOHN & E. STURGE LTD., 1 WHEELEYS ROAD, BIRMINGHAM, 15

MANUFACTURERS OF FINE CHEMICALS SINCE 1823

TAXOL

PHYSIOLOGICAL TREATMENT OF CONSTIPATION

INTESTINAL GLAND EX. AGAR AGAR
LACTIC FERMENTS. BILE EXTRACT

DISPLAY TAXOL ON YOUR COUNTER

FROM ALL WHOLESALERS

CONTINENTAL LABORATORIES LTD.
30 MARSHAM STREET LONDON S.W.1

"FELLOWS"

TRADE MARK

COMPOUND SYRUP OF HYPOPHOSPHITES

A reconstituent that can be recommended with confidence for nervous disorders, lack of vitality, "run-down" conditions, anæmia, and loss of appetite.

This reliable preparation will not only retain your customers, but will add to them. "FELLOWS" has never been successfully imitated.

The sale and recommendation of "FELLOWS" will enhance your prestige, and add distinction to your pharmacy, because it commands the confidence of the "Medical Profession" and of the "Public."

FELLOWS MEDICAL MFG. CO., LTD.
286 St. Paul Street West - - - Montreal, Canada

WHOLESALE AND EXPORT ONLY

PHARMACEUTICAL
PHOTOGRAPHIC
TECHNICAL
CHEMICALS

CHAS. ZIMMERMANN & Co. Ltd.
9 & 10 ST. MARY AT HILL, LONDON, E.C.3

Telegrams:
Inland—
"Acidolan, Bilgate, London"
Foreign—
"Acidolan, London"

Telephone:
MANsion House 6005
four lines

Codes used:
A.B.C. 5th and 6th editions, Lieber's, Bentley's, Premier, Marconi, etc., and Private

MEDICAL DEPARTMENT

Expanded propaganda to the Medical Profession throughout the British Isles is being carried on during 1937.

The communications cover new remedies of special interest as well as reminders of those already established in the Doctor's confidence.

Each product, whether dispensed or sold over the counter, carries a satisfactory profit.

EXTENSIVE PROPAGANDA TO THE MEDICAL PROFESSION WILL BRING YOU ORDERS AND ENQUIRIES FOR THE FOLLOWING PRODUCTS

Ether Soluble Tar Paste —E.S.T.P. Martindale

Mist. Ammon. Mandelat Co. —Martindale

Novurit Injections and Suppositories

Full details on request

Be sure you have stocks available

WIGMORE ST. · LONDON W.1

W. Martindale

SAVORY & MOORE LTD

'Phone: WELBECK 0171

Increase your turnover....

by keeping well stocked with

PHOSFERINE

BRAND TONIC

The Greatest of all Tonics

★

This popular Tonic Medicine is always in demand and is supported by intensive National Advertising.

LIQUID and TABLETS

1/3, 3/- and 5/-

CARRIAGE PAID. MONTHLY A/C

Window display terms in United Kingdom on application to:—

PHOSFERINE (ASHTON & PARSONS) LTD.

La Belle Sauvage, Ludgate Hill,

LONDON, E.C.4

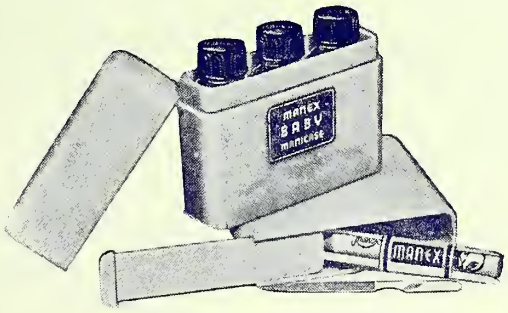
MANEX
MANICURE SETS

SOLD FOR 5 YEARS ON THEIR MERITS ALONE . . . NOW NATIONALLY ADVERTISED!

MANEX OFFERS YOUR CUSTOMERS —

- **BETTER DESIGNS—they're lovelier to look at yet more practical in use.**
- **VITAMIN F nail polish — on which millions of women will be *insisting* before Christmas !**

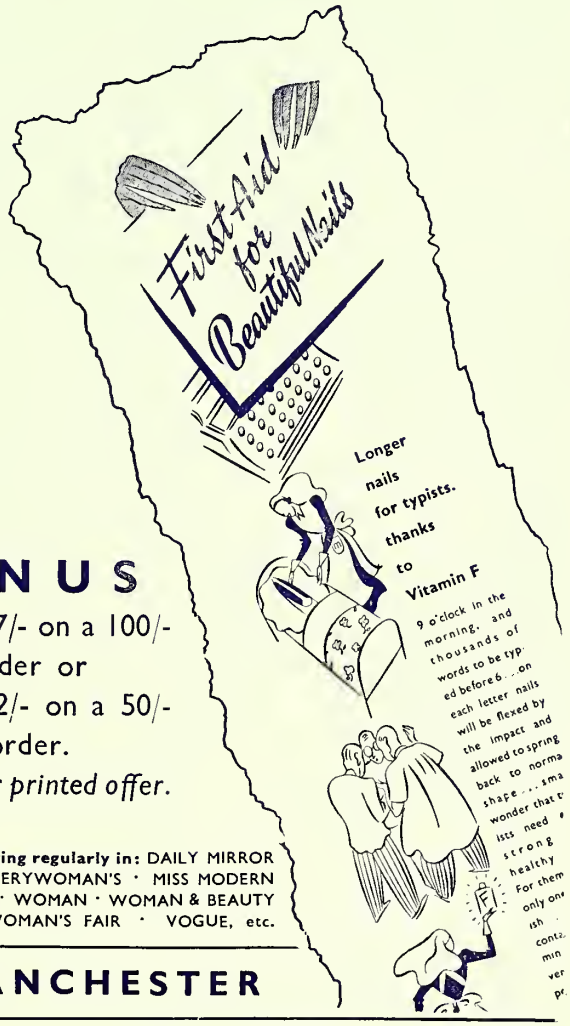
These M A N E X Sets make a marvellous Christmas display. Write at once for our fully illustrated list. Sets retail from 2/6 to 21/-.



BABY MANICASE
in moulded Beatl . . .
4 colours . . . 5/-

AIR LINE SET
in Morocco-grained leather . . . silk-lined . . . 4 colours 15/6

BONUS
worth 27/- on a 100/- order or
worth 12/- on a 50/- order.
Write for printed offer.



One of a series now appearing regularly in: DAILY MIRROR EVENING STANDARD · EVERYWOMAN'S · MISS MODERN MY HOME · PICTUREGOER · WOMAN · WOMAN & BEAUTY WOMAN & HOME · WOMAN'S FAIR · VOGUE, etc.

MANEX LTD. · BARTON · MANCHESTER

EUCRYL
DENTIFRICES

TOOTH POWDER · TOOTH PASTE · DENTURE POWDER

Bought on Display Terms yield :-

PROFIT ON SELLING PRICE **43%** | PROFIT ON BUYING PRICE **75%**

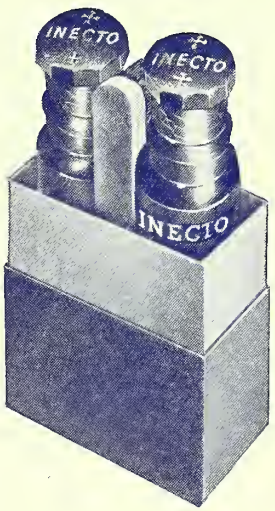
EUCRYL LTD. Manufacturing Chemists, **SOUTHAMPTON**

The All-British Dentifrices with BIG PROFITS

Nationally Advertised all the Year Round.

The GREY HAIR Recolourative They Ask for by NAME

Because nearly 25 years of forceful, consistent advertising and recommendation have made it the most famous hair recolourative in the world, Inecto is the immediate thought that rushes to a woman's mind when greyness first appears! That is why Inecto "sells itself." That is why it pays so well to keep Inecto always to the fore in window and counter display.



INECTO

INECTO Demonstration Theatre, 27 Dover Street London, W.1, where demonstrations are held daily for the convenience of all who are interested. Phone: Regent 7541 (12 lines). Also at Cromford House, Cromford Court, Manchester 4. Phone: Blackfriars 5393

OUR FISHING BOAT AT WORK IN THE BAY OF HYDRA

HYDRA SPONGE LTD.

129 FINSBURY PAVEMENT
LONDON, E.C.2

WHOLESALE
AND EXPORT

Better your market by visiting the

DISPLAY OF SPONGES

BY THE ACTUAL FISHERS

at the Grosvenor Hotel, MANCHESTER

from OCTOBER 4–9, 1937

SPONGES OF ALL DESCRIPTIONS ON SHOW

An Xmas Gift which any woman will appreciate

A display of Dawn Face Cloths on your counter will solve the Xmas Present problem for scores of your customers. They are always appreciated by every woman. They're attractively "got up"—and a present ready to hand over—and what is more you needn't be afraid of ordering because they're good stock all the year round.

Whatever your class of business, "Dawn" Ravel - Proof Face Cloths are a profitable easy-selling line. They are now available in the usual standard quality selling at 6d. or in a less expensive style. In each case they show a good profit and a counter display will quickly prove them a "best seller." Supplied in assorted colours; each cloth in transparent wrapper; attractively displayed so that customers can help themselves.

Obtainable from your usual Wholesaler

DAWN RAVEL PROOF FACE CLOTHS

The illustration shows the range of "Dawn" Display Outers. They are attractive and colourful, making a splendid display which takes up little space and will attract sales

Jacquesil Fabrics Ltd

105–107 PRINCESS ST., MANCHESTER. *London Agent:* G. H. Bolton, 28 Falcon Square, Aldersgate St., E.C.1

A selection of

BRONNLEY'S

many and varied new Toiletries for the coming season

GARDENIA
by
BRONNLEY

The perfume of incomparable fragrance

Perfume from 40/- to 3/- retail

BRONNLEY'S
FEATHER BATH CRYSTALS
in entirely new and exclusive hand painted designs

BIRD SERIES
Small size 40/- per doz. 5/- retail
Large size 60/- „ „ 7/6 „

•English Fern
by
BRONNLEY

An established favourite in great demand

Beauty Soap 2/6 per box retail

BRONNLEY'S
SOAP AND CUBE CABINET No. 3
Containing two tablets of No. 123 Bath Soap in Lavender and Honeysuckle and 18 Bath Cubes.
46/- doz. 6/6 each retail

BRONNLEY'S
SOAP COFFRET No. 16
Containing an assortment of Bronnley's Bath and Toilet Soaps.
36/- doz. 4/6 each retail

Illustrated list available on application.

BRONNLEY LONDON

H. BRONNLEY & CO., LTD., ACTON VALE, LONDON, W.3

Are YOU participating in SCHICK'S success?

Few products in this country have had such a swift and profitable success as the Schick Dry Shaver.

Already nationally known and respected throughout the United States and Canada, where sales approach the two million mark, Schick Dry Shavers were introduced into Great Britain barely twelve months ago. The public — notoriously conservative in its habits — immediately voiced approval of this new shaving method, expressed by the gratifying sales recorded by Schick stockists throughout the country. Sales are still soaring, and with the Autumn Advertising Campaign just being launched there is every reason to anticipate an even greater conversion to Schick Dry Shaving.

As there are still a few selected towns where Schick Shavers are unrepresented, we invite trade inquiries which will receive personal and immediate attention. Remember — Schick Shavers are easy to sell—and the profit is large!

Write or 'phone (Regent 2421)

SCHICK DRY SHAVER

Roxburghe House,
273 REGENT STREET,
LONDON, W.1

"VAREEN"
LIQUID NAIL POLISH

FAVOURITE COLOURS:

Natural Rose	Coral	Blush Pearl	Orange	Carnation
Pale Coral	Deep Rose	Rose Pearl	Lake Red	Dark Red
	Pearl	White	Red	Rust, etc.

IN CLEAR, CREAM OR PEARL

"VAREEN"
Manicure Outfit
Retail Price
7/6 each.
Trade
5/- each

NAIL POLISH: 1/- size, **7/6** doz. 1/6 size, **10/6** doz. 2/6 size, **16/-** doz.
POLISH REMOVER: 1/- size, **7/6** doz. 1/6 size, **10/6** doz.
CUTICLE CREAM: 1/- size, **7/6** doz. 1/6 size, **10/6** doz.
VAREEN CUTICLE REMOVER: non-caustic, delicately perfumed. 1/- size, **7/6** doz.

(FROM YOUR WHOLESALER)

Vareen Ltd., 86 Portobello Road, London, W.11

THE
EXHIBITION SPECIAL

BARTLETT'S
XMAS DISPLAY OF
FLAP - JACKS

Do not fail to visit

STAND NO. 27
BLOCK C

BARTLETT DISTRIBUTING CO.
(Props. ALFRED FRANKS & BARTLETT Co. Ltd.)
Diamond House,
36-37 HATTON GARDEN, LONDON, E.C.1.
Phone: Holborn 1078/9

CHRISTMAS GIFTS

KENT
EST. 1777
ENGLAND

4 REASONS WHY IT PAYS TO SHOW KENT BRUSHES

1 THE HOUSE OF KENT, established 1777 in the reign of George III, is known by people of culture THROUGHOUT THE WORLD for high grade toilet brushes.

2 IT PAYS TO HAVE A KENT COUNTER. This is proved by the space given by leading London retailers. A good display of KENT BRUSHES results in substantial sales. Popular prices and attractive lines are available in all kinds of toilet brushes.

3 BUYING FROM KENTS means you are buying from the ACTUAL MANUFACTURERS and giving your customers the advantages of the best in the brush world. KENT goods add prestige to any window or counter display.

4 KENT toilet novelties, attractive and exclusive, are protected by patents and guarantee you substantial profits.

Write for illustrated catalogue with details of generous trade discounts. Attractive packs and show matter. It pays to visit Kent's showroom.

G. B. KENT & SONS LTD.

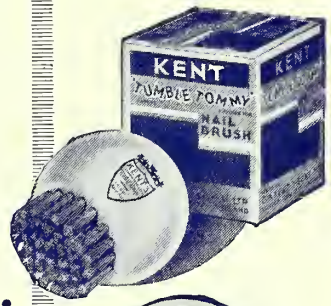
75 FARRINGDON RD., LONDON, E.C.1

Telephone : Holborn 5066-7-8
Telegrams : Tricho London.

Rubber End

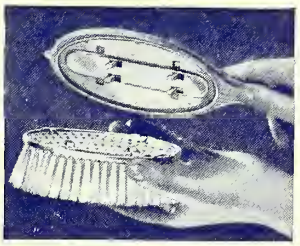
The MASSAGE Shaver

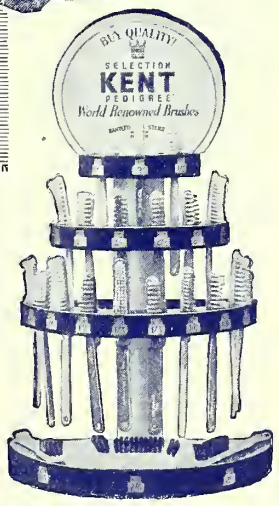
PALL MALL NAILBRUSH



VASE SHAVING BRUSH

The KENT-COSBY
Hygienic Refillable Hairbrush





A main attraction for your Xmas Gift display

In your Xmas display, the Eclipse De Luxe Razor deserves a dominant position. The handsome metal case is a definite attraction, both to male and female eyes . . . and, as a gift, no man could wish for a more practical expression of Xmas goodwill than an Eclipse Razor and 10 Eclipse Super Blades.

The DeLuxe
RED RING RAZOR

ECLIPSE De Luxe Razor with 10 blades 10/6 retail.

Also in moulded case with 5 blades 5/6 retail and in Leather Wallet with 1 blade 3/6 retail.

From your usual wholesaler or direct from the manufacturers

JAMES NEILL & CO. (Sheffield), LTD
SHEFFIELD, 11

E.129

It will PAY to get this Display!

If you sell electrical appliances you can sell Pifco Torches. This striking display for counter or window will sell them for you!

A sturdy Display Stand attractively displaying Pifco Electric Spot Focus Torches arrests attention and will secure ready sales.

FREE! This silent Salesman is given Free, with an order for single sample of the torches listed below. Dimensions of Stand: 28″ high, 23½″ wide, 10″ deep. Brilliantly finished in Red, Yellow, and Black.

CONTENTS ON STAND

No. 1645A.	Owlite Night Lamp	Chromed	2/6
No. 1711A.	150 feet Spot Light Focus Torch ...	,,	1/3
No. 1720A.	200 ,, ,, ,, ,, ,, ...	,,	1/9
No. 1585A.	300 ,, ,, ,, ,, ,, ...	,,	3/11
No. 1586A.	400 ,, ,, ,, ,, ,, ...	,,	4/11
No. 1475A.	500 ,, ,, ,, ,, ,, ...	,,	4/11
No. 1476A.	700 ,, ,, ,, ,, ,, ...	,,	5/11
No. 1455A.	1500 ,, ,, ,, ,, ,, ...	,,	7/6
	Total Value (without Display Stand) ...	...	32/8

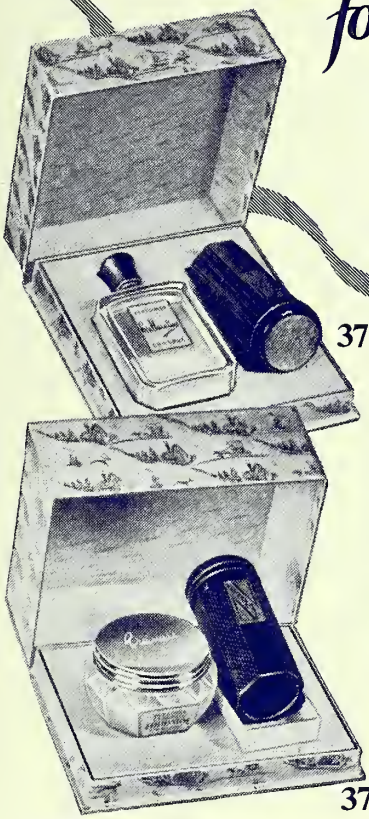
NOTE THE PROFIT!

No. 1450A/2100. Complete range of Pifco Chromium Torches, each complete with Bulb and Battery, including Free Display Stand ... ... **21/-** Net Trade

PIFCO, Ltd., Watling St., Manchester, LONDON ADDRESS 58 City Road, E.C.1

CHOICE GIFTS by Erasmic for CHRISTMAS 1937

Lovely, practical gifts that are just as satisfying to give as to receive. There is a joyous air of Christmas gaiety about each beautifully packed casket. And the prices and quality are such that rapid sales are a certainty. Erasmic Gifts for men and women are *always* popular.



REF. 3702
Delightful casket containing two half-size tablets of Peerless Soap and dainty flacon of Peerless Perfume. Commands immense sales. 1/6.

REF. 3703
Charming casket with six half-size tablets of Peerless Soap (3 purple, 3 opal white). Will be an enormous seller. 1/6.

REF. 3710
Casket containing generous flasks of Old London Lavender Water and Eau de Cologne. A popular gift with a ready market. 1/6.

REF. 3712
The famous Erasmic Shaving Stick in modern blue hexagonal container (gold embossed holder top) and standard bottle of Liquid Brilliantine (spirituous). 2/-.

REF. 3714
Attractive crystal jar of Concrete Brilliantine (perfect formula) and the famous Erasmic Shaving Stick in the new blue container (gold embossed holder top). 2/3.

REF. 3721
Popular priced casket containing handbag flacon Peerless Perfume, Complexion Powder, and opal jar of Vanishing Cream. 2/-.

FULL ILLUSTRATED CATALOGUE SENT POST FREE ON APPLICATION.

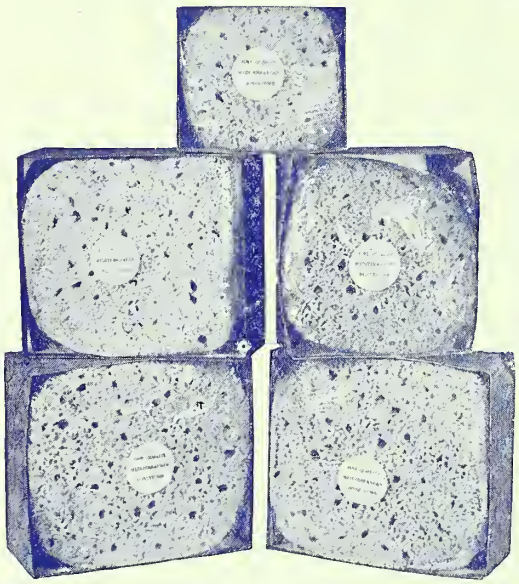
ERP 305-29-100

THE ERASMIC COMPANY LIMITED · WARRINGTON

"I knew a poor man once who had to give a millionaire a present. He chose a guinea Bath Sponge and it pleased the rich man more than any other present."
—From "THE DAILY MIRROR."

We have had an increasing demand for Presentation Sponges this year. There is no doubt that if people could only be made "Sponge minded," by seeing these boxes, every one would be glad of such a suitable addition to the limited selection of Useful Gifts.

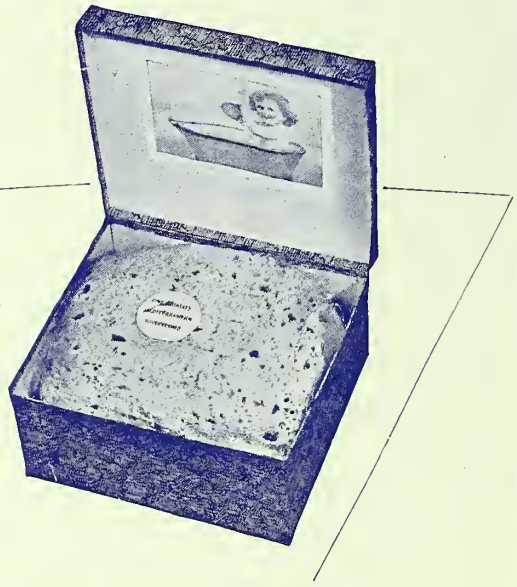
SPONGES *always make* SUITABLE GIFTS



As a most acceptable Gift, a large fine HONEYCOMB BATH SPONGE or choice TOILET SPONGE of the finest quality appeals to nearly everybody. Why not make an imposing Display during this Season?

We shall be pleased to submit a selection on approval

SHOWCARDS WITH ALL ORDERS



No. XX.	Choice quality, Selected Shapes, Honeycomb Sponge, wrapped and in Fancy Box	2/6 each
No. X1	,, ,, ,, ,,	5/- ,,
No. X2	,, ,, ,, ,,	7/6 ,,
No. X3	,, ,, ,, ,,	10/- ,,
No. X4	,, ,, ,, ,,	12/6 ,,
No. X5	,, ,, ,, ,,	15/- ,,
No. X6	,, ,, ,, ,,	20/- ,,
No. X7	,, ,, ,, ,,	25/- ,,
No. X8	,, ,, ,, ,,	30/- ,,

Subject to $33\frac{1}{3}\%$ discount

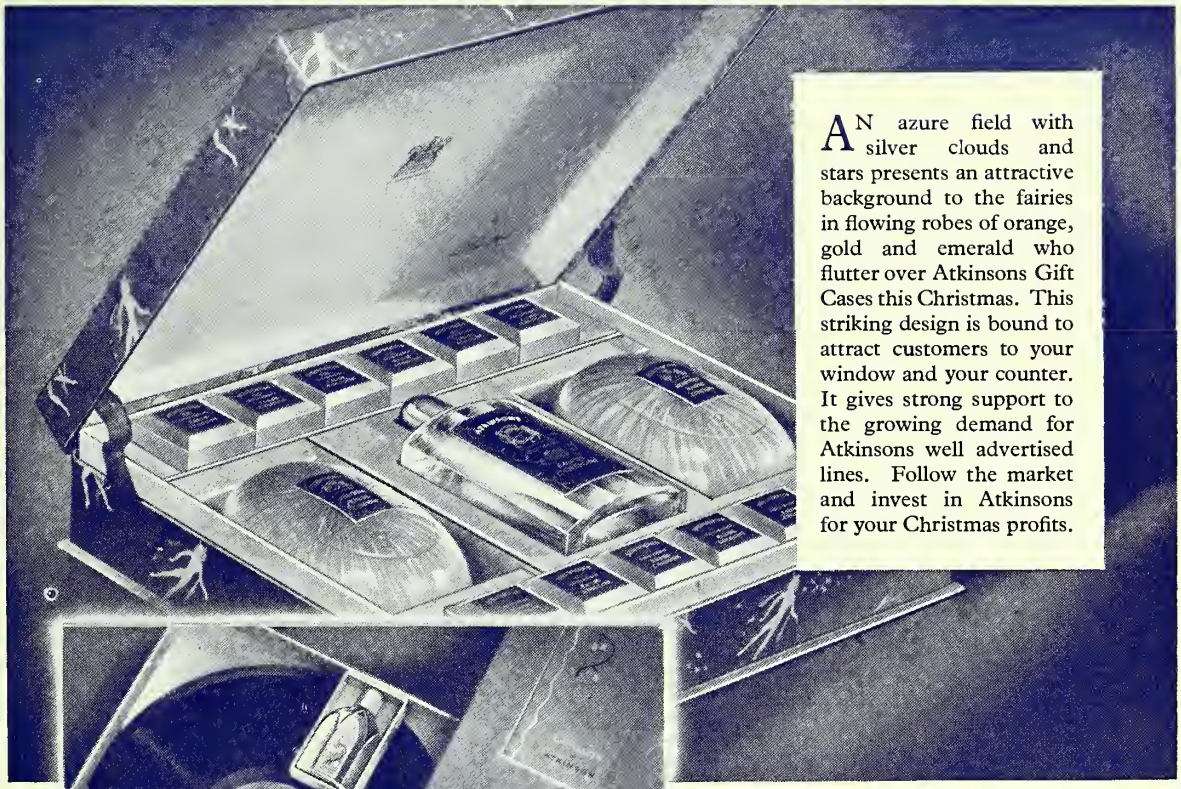
CRESSWELL BROTHERS Branch

INTERNATIONAL SPONGE IMPORTERS LTD.

18 *and* 19 RED LION SQUARE, LONDON, W.C.1

Phone: Holborn 1432 *Wires: "Cresswell, Holb, London"*

ATKINSONS
of Old Bond Street
present some Christmas Gifts for 1937...



AN azure field with silver clouds and stars presents an attractive background to the fairies in flowing robes of orange, gold and emerald who flutter over Atkinsons Gift Cases this Christmas. This striking design is bound to attract customers to your window and your counter. It gives strong support to the growing demand for Atkinsons well advertised lines. Follow the market and invest in Atkinsons for your Christmas profits.

THE highly successful advertising of Atkinsons Gold Medal Eau de Cologne and Atkinsons new perfume Carillon has put your customers in the mood to accept the suggestion of Atkinsons attractive Gift Cases as the ultimate in Christmas gifts. The price range, from 2/3 to 37/6, brings them within the reach of everyone. *Write for an illustrated price list* if you have not yet seen these delightful cases which will make gift choosing pleasanter and easier for your customers and assure them gifts they will be proud to give and delighted to receive. A display of these Gift Cases on your counter and in your window will help to bring your Christmas sales higher than ever before.

A special seasonal attraction

This is the peak among novelty gifts with a special Christmas appeal—a flask of Carillon, Atkinsons new perfume of the flower bells, and a double-sided gramophone record of traditional old English and French Christmas Carols, played on the famous Atkinsons carillon in Old Bond Street. An entertaining and seasonable gift.

ACT 2-484-100

LUCE'S

JERSEY
EAU-DE-COLOGNE ◊ PERFUMES & TOILETRIES

BONUS OR WINDOW DISPLAY TERMS

For a direct order of £3 value and a promise to give a good Window or Counter Display for 14 days, a Bonus of 2 per dozen is given.
This means

PROFIT ON SELLING PRICE **43%**

PROFIT ON BUYING PRICE **75%**

LUCE'S EAU-DE-COLOGNE Co LTD
Established in Jersey in 1837
7 OAKLEY ROAD SOUTHAMPTON

Dr. Page-Barker's
Scurf & Dandruff Lotion

The recognised specific for SCURF and DANDRUFF

Now made in TWO SIZES

STANDARD 18/- doz. Retail 2/6
FAMILY SIZE 24/- doz. „ 3/6

P.A.T.A.

Three bottles free with every 3 dozen Smart showmatter with all orders

A MONEY-BACK GUARANTEE WITH EVERY BOTTLE

Sells on its reputation to those who know, and on its guarantee to those who don't

THOS. CHRISTY & CO., LTD.
4-12 Old Swan Lane, London, E.C.

CALIFORNIAN POPPY

GIFTS FOR

CHRISTMAS

-and a special novelty!

This novel casket makes the *unusual* Christmas gift. Moulded in bakelite in the form of a poppy, coloured red and green and black, this gay unique casket contains a dainty bottle of Californian Poppy Perfume . . . an intimate gift that will have an irresistible appeal.

Gift No. 0737 Retails at 1/9

The tremendous popularity of the Californian Poppy range of beauty products is bound to lead to a climax of demand at the peak season of Christmas. Show these new colourful Christmas gift packs—there's a complete range to suit all pockets.

Gift No.		To Retail Each
0537	(*Illustrated above*) Californian Poppy Perfume, Face Powder, Cream in jar, Puff with Pochette	5/-
0137	Californian Poppy Perfume, Face Powder	1/6
0237	Californian Poppy Perfume, Face Powder, Cuti-scoop*	2/-
0337	Californian Poppy Perfume, Face Powder, jar of Cream, Cuti-scoop*	2/6
0437	Californian Poppy Perfume, Face Powder, Hanky Puff	3/-

**The Cuti-scoop solves an everyday dressing-table problem. Fills the loose-powder box without untidiness, and is a help to manicure.*

PROPRIETARY PERFUMES LIMITED, 35a SOUTHWARK PARK ROAD, BERMONDSEY, S.E.16

PPT 5-484-100

"Hello! Mr. Chemist!

"Dad says I'm a counter-attraction

"I'm not sure what that means, but I know it has something to do with Curly Top. My hair was as straight as Dad's walking stick before mother bought me Curly Top, but it soon got curly like Sir Harry Lauder's (I mean his walking stick, not his hair). Then Dad told mother that she ought to use Vosemar to give her hair natural waves, because I was a counter-attraction."

GOOD DISCOUNTS **NATIONAL ADVERTISING**

Curly Top & Vosemar

Curly Top
SOAPLESS SHAMPOO

A sister product to Curly Top. Specially prepared for the use of children. Makes the hair soft, lustrous and glossy. Cleanses the scalp. Promotes hair health. Enough for 12 generous shampoos—1/3 per tube.

Vosemar
SOAPLESS SHAMPOO

A sister product to Vosemar. Brings out the latent beauty of a lady's hair. Removes all scurf and dandruff. Lathers copiously. No rinsing lotions needed. Enough for 12 generous shampoos — 1/3 per tube.

Vosemar for training ladies' hair to wave naturally. Put one of our display outers on your counter and note how it sells.

Curly Top trains children's hair to curl naturally. Use a display box of this as the best of all counter attractions.

The VOSEMAR Co.
11 PARSON'S LANE
BURY, LANCS

Sensational DRENE Autumn Advertising Campaign

DAILY MAIL FRONT PAGE SEPT. 23rd

DAILY EXPRESS FULL PAGE OCT. 21st

LARGE SPACES IN 32 NEWSPAPERS & MAGAZINES

3 *RADIO PROGRAMMES EVERY WEEK*

Reap the full benefit of this gigantic campaign

DISPLAY

DRENE

ON YOUR COUNTER AND IN YOUR WINDOW

Daily Mail

DRENE—NEW SOAPLESS SHAMPOO BANISHES "ARM'S-LENGTH BEAUTY"

Only hair that is clean, glistening, healthy can be fragrant and attractive

DRENE SAMPLE OFFER

DRENE DISPLAY BONUS OFFER

★ Until October 30th we are offering, in consideration of 14 DAYS' SPECIAL DISPLAY OF DRENE IN YOUR SHOP

1 BOTTLE OF DRENE FREE!
WITH EACH 11 BOTTLES PURCHASED

1 CASE OF DRENE FREE!
WITH EACH 10 CASES PURCHASED

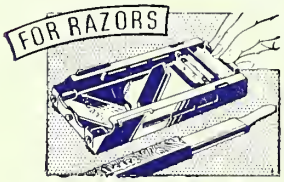
These offers apply to all 3 sizes

THIS OFFER DEFINITELY CLOSES ON OCTOBER 30th

Every Caller is an **Allegro** *customer*

NINE men out of ten will gladly turn to any idea which helps their daily shaving task. The Allegro Razor Blade Sharpener gives *every* shave that new blade smoothness. For the price of a few seconds' work each morning, it makes shaving a pleasure instead of an ordeal, guarantees a well-groomed appearance, and often eliminates twice-a-day shaving for the tougher beard.

For straight razors, the finest possible sharpener is the Allegro Stropper. It has a special flexible stone for honing and the finest quality leather strop.



Razor Blade Sharpeners, Standard Model, heavily nickel-plated in attractive case - - - 21/-
Junior Model - 8/6 (nickel-plated)
Stropper in case - 9/-

Allegro
Swiss Manufacture
The Nationally Advertised Scientific Sharpeners
SOLE AGENTS
CONDRUP LTD.
77/78, Fore Street, London, E.C.2

CULMAK GIANT SPARTAN
OBTAINABLE BY REQUEST PACKED WITH ONE DOZEN 1/6 SPARTAN SHAVING BRUSHES AT USUAL P.A.T.A. PRICES.

Help your Customers to buy "Make-up." You will sell more if you use

THE CHEMIST AND DRUGGIST
COSMETIC HARMONY CHART
(Reprinted from The Chemist and Druggist, June 27, 1936)

Enables you to advise authoritatively on the correct shades of face powder, rouge, lipstick, and nail varnish for pale and medium blondes, medium and full brunettes, titian, auburn, "mouse" brown and grey types for both day and evening make-ups. Each "type" is depicted in full colour. Separate key gives reference to the preparations of twelve popular makers.

In Full Colour, mounted on stiff board
Price 1s. each, post free
3 for 2s. 6d. ,, ,,

Order from ***The Publisher***
The CHEMIST AND DRUGGIST
28 ESSEX STREET, STRAND, LONDON, W.C.2

6D & 1/- Retail ROUGE, LIPSTICKS, FACE POWDER, EYE COSMETIC
DIRECT OR FROM YOUR WHOLESALER
● BULK ENQUIRIES ALSO INVITED
W. J. YVONNE et CIE LTD
291 Derby Road, Bootle, Liverpool, 20

C. & D. Stock-Taking Pads
Halve the Labour of Taking Stock
Price of Complete Pad, 2/6 post free
The Chemist & Druggist, Publications Dept., 28 Essex St., London W.C.2

THE ORIGINAL BLACK FOREST BRANDIES
KLOSTER KIRSCHWASSER
ZWETSCHGENWASSER
Mirabells, Prunells, Curran's, Spirits of Mountain Raspberry, Blueberry, Blackberry and Juniperberry
AGENTS WANTED EVERYWHERE
KLOSTERBRENNEREI
Erste Badische Edelbranntwein-Brennereigesellschaft m.b.h.
The largest and leading Distillery of High Class Brandies in Germany
EMMEMDINGEN, BLACK FOREST

"The only way to have a friend is to be one"

EMERSON

Buy **MEDICINAL PREPARATIONS** *from* **QUALIFIED CHEMISTS** *they understand them*

Our Policy will always be to work in the closest co-operation with Qualified Chemists—assisting them in every way possible. In Brooklax National Advertising we refer the Public to Chemists. We *know* that our famous slogan (on left) is greatly assisting the trade.

You are cordially invited to visit our Stand at the CHEMISTS' EXHIBITION BLOCK A Nos. 18 - 22 where you will receive a hearty welcome. We will also explain how you can participate in a campaign which is uplifting the status of British Pharmacy.

BROOKLAX

NEVER LET CHEMISTS DOWN

WESTMINSTER LABORATORIES LTD., 4-12 PALMER STREET, LONDON, S.W.1

CHEMISTS' EXHIBITION

ANNOUNCEMENT OF

ROBERT BLACKIE

OF TOWER BRIDGE ROAD

UNFORTUNATELY we shall not be able to greet our many friends at the Chemists' Exhibition this year. Progress and growth of business have demanded that we move to larger and more convenient premises. A whole time job—this moving. And so we shall be breaking our 34 years of association with Tower Bridge Road, rather reluctantly, but happy in the knowledge of the better service we shall be able to render. We are not going far away. Meanwhile all orders for SPUN ointments and other lines to:

168, Tower Bridge Rd., S.E.I. ***HOP 2422, as usual please!***

For a

Modern Dispensary—

CONSULT

Philip Josephs & Sons Ld.

Pharmacy fitters for over a century

Telephone: Clerkenwell 4111/2

90-92 ST. JOHN STREET, CLERKENWELL, LONDON, E.C. 1

STAND C 20

Chemists' Exhibition

WILL INTEREST YOU!

A SPECIAL DISPLAY OF PROFITABLE CHRISTMAS LINES

COTTAGE GARDEN SACHETS OF POT POURRI and SWEET-SCENTED LAVENDER SACHETS

in Artistic and Novel Designs

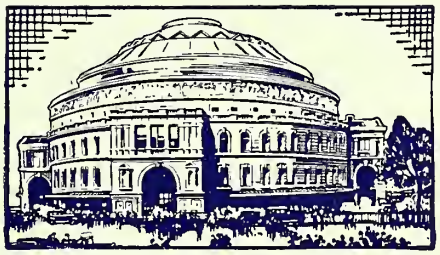
COTTAGE GARDEN FLOWER PERFUMES

in six popular varieties from 6d. to 4/6

SOLE MANUFACTURERS:

PAPIER POUDRÉ LTD., 46 BAKER STREET LONDON, W.1

NOTE.—Ask about our special exhibition offer of the world-famous Papier Poudré



The 46th

CHEMISTS' EXHIBITION

Royal Albert Hall, Kensington, London, S.W.7 September 20th-24th, 1937

EXHIBITS BY LEADING FIRMS
DISPLAY OF SHOW CARDS

DESCRIPTIVE FILMS BY MANUFACTURERS
MACHINERY DEMONSTRATIONS

Show Windows with Competition open to all Chemists, their Managers and Assistants for Prizes totalling 25 guineas

STRING ORCHESTRA CAR PARK

Organisers: BRITISH & COLONIAL DRUGGIST, LTD.
194-200 Bishopsgate, London, E.C.2

STAND C 21

CHEMISTS EXHIBITION

Profitable lines at

CARTWRIGHTS

"A reputation for good judgment is itself a fortune."

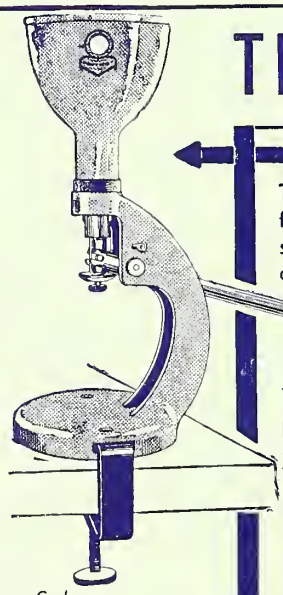
Start the winter season with Cartwright's famous profitable lines — highest quality products at lowest possible prices.

If unable to visit our Stand, C.21, send for a copy of this illustrated brochure without delay.

(. . . . . that is, of course, if our Mailing Dept. has "slipped-up" and not already sent you one.)

W. B. CARTWRIGHT LTD RAWDON, LEEDS

THE Q·P EMULSIFIER



HANDY AS A PIPETTE!

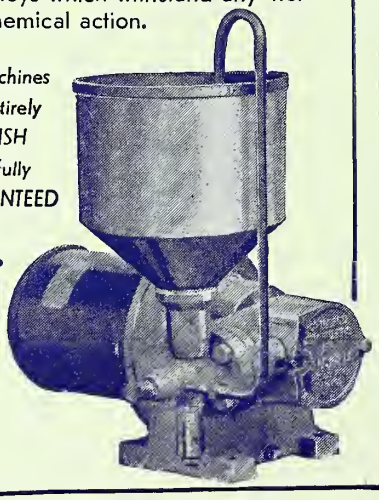
This machine is exceptionally handy for making up experimental emulsions. It is compact and efficient and can be cleaned quickly without dismantling. Emulsification is rapid and stable, its capacity is unlimited

This machine operates on the same principle as the laboratory model, and will give as satisfactory results. The pressure can be varied up to a maximum of 350 lbs. per square inch. It has an output of 20/25 gallons per hour, but small quantities can be treated as effectively as in our laboratory model.

yet 50 ccs. can be treated quite as well as larger quantities.

Users are finding the "Q.P." a valuable accessory to their power machines for small quantities of emulsions. All the working parts are of stainless steel or special non-corrodible alloys which withstand any normal chemical action.

The Machines are entirely BRITISH and fully GUARANTEED



Sole Manufacturers:

ORMEROD ENGINEERS

LIMITED

SHAWCLOUGH - ROCHDALE

TEL.: 4355 ROCHDALE

INTERNATIONAL LABORATORIES

present **VERVUS** BRAND

A Great New Chest Remedy

for COUGHS, COLDS, CATARRH, BRONCHITIS, ETC., ETC.

(1) EXCELLENT FORMULA
(2) POPULAR PRICE
(3) CONSISTENT NATIONAL ADVERTISING
(4) CHEMIST'S FRIEND PROTECTION
(5) P.A.T.A. TERMS

P.A.
T.A.

These are the factors which built Do-Do (Brand) Asthma Tablets into the leading line in their field, with TOP sales and strongest goodwill.

Exactly the same sound, forceful methods will be employed to drive VERVUS to speedy success.

Consistent advertising, commencing immediately, has been booked to appear in the "News of the World," "People," "Sunday Pictorial," "Sunday Graphic," "Sunday Express," "Sunday Dispatch," "Sunday Chronicle," "Empire News," (combined circulation per issue in excess of 12,000,000) and other selected media.

Marketed by **VERVUS** BRAND

Retail Price 1/3
Stocked by all the leading Wholesalers

INTERNATIONAL LABORATORIES LTD
30-42 SMEDLEY STREET, LONDON, S.W.8

MALT
AND
OIL
AND ALL MALT PREPARATIONS
WRITE FOR PRICES
! ! ! ! !

LIST ON APPLICATION

WE can't make you buy the finest Ointments—
BUT we can make the finest Ointments for you to buy.

SPUN
OINTMENTS AND CREAMS
FAMOUS FOR OVER 30 YEARS

Telephone: HOP 2422 (4 Lines)
Telegrams: "Ushenspun, London"

ROBT. BLACKIE

Shen Works, Tower Bridge Rd., London, S.E.1

Visit Stand No. 14 Block D
at the
Chemists' Exhibition
Royal Albert Hall

Take this opportunity of seeing a startlingly novel pack—

Gibson's FRUIT SLICES

Fruit pastilles in orange-like balls, approximately 4 oz., containing Fresh Fruit and the flavours are such as never before attained. ONE DOZEN 6d. Fruit Slices in each "Fruit Basket" display outer.

Gibson's 2d. ROLLS

of Pastilles and Lozenges.
Another inviting pack you should not miss seeing.

- - - - -

All the old favourite lines are in evidence in better value than ever.
Don't miss Stand 14, Block D.

ROBERT GIBSON & SONS Limited
LONDON & MANCHESTER

Pharmaceutical

CASTOR
PREMIER
OIL

Tasteless
Water-White

Made in England by

THE PREMIER OIL EXTRACTING MILLS Ltd.
HULL

Telegrams: "Premier, Hull" *Telephone: 15191 (8 lines)*

Dr. J. Collis Browne's Chlorodyne

and

The Pharmacy and Poisons Act, 1933

Conditions of Sale

—: UNAFFECTED :—

Dr. J. Collis Browne's CHLORODYNE

SALE RESTRICTED TO REGISTERED CHEMISTS

Sole Proprietors:
J. T. DAVENPORT Ltd.

Union St., London, S.E.1

Cream of Magnesia

Ask us to send you this 12 oz. sample bottle **FREE**

Cream of Magnesia is prepared by a patented process that ensures an absolutely pure product. Viscosity can be varied to suit customers' requirements.

THE WASHINGTON CHEMICAL COMPANY
BRANCH OF TURNER AND NEWALL LIMITED
Washington Station, County Durham
'Phone: Low Fell 76035 'Grams: Chemical, "Washington Station"

HALMAGON
BRAND TABLETS

THE MODERN TREATMENT FOR

PROSTATE TROUBLE

BLADDER, LIVER AND KIDNEY DISORDERS

is now being consistently advertised every week in

DAILY MIRROR, DAILY SKETCH
DAILY EXPRESS, DAILY TELEGRAPH
DAILY CHRONICLE
and other National media.

The Logical Tonic for Mental and Physical Fitness

TRADE (P.A.T.A.) TERMS: 31/6 Doz. Boxes. Retail: 3/6 Box. Trial Tubes 9/- per Display Outer of 1 Doz. 1/- size. Family Economy Box (15 Tubes). Trade: 7/11. Retail: 10/6 each.
Exhibition Display Bonus 14 to the Dozen

See our Exhibit at the Royal Albert Hall, London

TONICITY LABORATORIES LTD., 6/8 EMERALD ST., LONDON, W.C.1

The success of 'DETTOL' the modern antiseptic

The popularity of 'Dettol' among doctors and its ever increasing use in hospitals are based upon its very real advantages.

Although deadly to germs, 'Dettol' is gentle to tissue, and can be used at really effective strengths. It thus possesses marked superiority over carbolic and cresylic antiseptics. 'Dettol' is non-poisonous, will not stain, and has a distinctly pleasant odour.

'Dettol,' in attractive bottles, sells at the reasonable price of 1/- for 4 ozs.; 3/- for 16 ozs. Larger sizes for medical and hospital use.

'DETTOL'
TRADE MARK
THE MODERN ANTISEPTIC

RECKITT AND SONS LIMITED (PHARMACEUTICAL DEPT.) HULL LONDON: 40 BEDFORD SQUARE, W.C.1

EVERY COUGH IS A CALL FOR KAY BRAND LINSEED COMPOUND COUGH CURE

All Chemists 1/3 & 3/-

This Winter get your Bonus

Available through your Wholesaler

or write Makers: **KAY BROTHERS LTD.** Kayborough, Reddish, STOCKPORT

Dr Richard Weiss Preparations
BEST SELLERS IN 70 COUNTRIES

VIRILINETS to restore Vitality in Premature Ageing
PANCRESALETS the innocuous oral treatment in Diabetes
ENERGETS Brain lipoid tablets for Nervous Exhaustion
LEANOGIN to reduce Weight, in Endocrine Obesity

Interesting literature on request
Direct Importers and Sole Distributors wanted in all countries

NU-ORGANIC REMEDIES. LTD 2 FEATHERSTONE BDGS H.HOLBORN LONDON W.C.1

Paramount
PRODUCTS
The Public prefer Paramount Confections
PERFECT PACKS
PRODIGIOUS SALES
PHARMACEUTICAL QUALITY
CF
PARAMOUNT PRODUCTS LTD.
BRITANNIA HOUSE, BRADFORD
London Depot:
St. Leonards, East Sheen, S.W.14

see the effect of the new labels

at the CHEMISTS' EXHIBITION

STAND B16 and Demonstration Window Display

—and ask for details of the new "Medicated" bonus offer.

See our Xmas Packs

This is an extra line that does not displace the sales of your usual Xmas lines — this means

EXTRA TURNOVER — A PLUS PROFIT

Simpkins GLUCOSE CONFECTIONS

A. L. Simpkin & Co. Ltd. (Dept. C.D.), Chemists' Confection Works, Hunter Rd., Sheffield 6

AZYMA CACHETS

PRICE REDUCED TO 2/6 per 1000

ALL SERIES & SIZES

WET CLOSING CACHETS

•For samples write to the Sole Agent . . . . .

CICERO S. CLARK

12 RICHMOND ROAD · W · 2

TELEPHONE · BAYSWATER 0116

DRY CLOSING CACHETS

Antiphlogistine

Brand Dressing

HUMAN & VETERINARY

MADE IN ENGLAND

Write for Special Quantity Terms

The Denver Chemical Mfg. Co., Carlisle Road, London, N.W.9

Your customers will ask you for it . . .

. . . we're telling them to !★

FOR THE FIRST TIME

A Palatable . . . High Potency Reasonably Priced

VITAMIN RICH OIL

with the backing of a

★ NATIONAL ADVERTISING CAMPAIGN

RETAIL PRICES

HIGH POTENCY OIL 1/3 *bot.*
(you need only 5 drops)

HIGH POTENCY CAPSULES
(25 *Capsules*) . **1/6** *bottle*
(50 *Capsules*) . **2/9** *bottle*
(100 *Capsules*) . **5/-** *bottle*

STANDARD OIL
10d & **1/3** *bottle*

SEVENSEAS
COD LIVER OIL

NATIONALLY ADVERTISED TO 25,000,000 PEOPLE

BRITISH COD LIVER OIL PRODUCERS (HULL)

CHEMISTS' EXHIBITION
STAND NO. 30
(Block C)

Cod Liver Oil is the only liver oil endorsed by past achievement for its nutritive qualities. Its value is publicly recognised. In the past its only shortcoming has been its taste. We have got over this difficulty. In "SevenSeaS" Cod Liver Oil we have produced for the first time a Cod Liver Oil of fresh palatable flavour. In high potency form, too. Only a few drops are necessary. More important still we have produced it at a price everyone can afford.

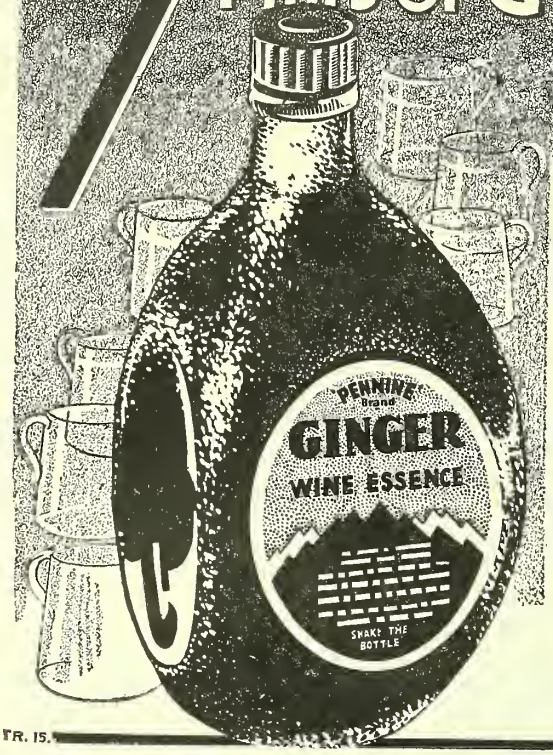
Trade terms of 33⅓%, the inclusion of "SevenSeaS" both on the Chemists' Friends List and the P.A.T.A. Protected List and attractive bonus parcels add the final reason why no chemist can afford to overlook "SevenSeaS" Cod Liver Oil.

SPECIAL BONUS PARCELS There are Bonus Parcels of varying sizes to suit all requirements. Each one offers you a 50% Profit on selling price. Write for full particulars to the address below.

LIMITED · ST. ANDREW'S DOCK, HULL, ENGLAND

7 Pints of GINGER WINE

can be made with this 9d bottle of Essence



The high concentration and extra fine quality of this Ginger Wine Essence give the greatest satisfaction to the user. The dimpled bottle is an attraction, while the full flavour of the contents makes repeat custom certain. You can rely on Pennine Brand to serve you well.
The 3 oz. Bottle is the basis of 7 pints of full-strength Ginger Wine at a cost (with sugar) of less than 3d. per pint.

"PENNINE"
BRAND
GINGER
WINE ESSENCE

Trade Price : 5/- per dozen

SHOWCARD AVAILABLE

THORNTON & ROSS LTD.
Manufacturing Chemists - MILNSBRIDGE, HUDDERSFIELD

TR. 15.

Wherever you are there is good business to be done in

"LACTOGEN"

Mother to mother recommendations—vigorous nation-wide advertising. These are the potent forces spreading the news in every town and village that Lactogen rears fine healthy babies with firm flesh, strong bones and good digestions.

Everywhere sales are mounting and excellent profits await the Chemist, wherever he may be, who "strikes the iron while it's hot" by stocking and displaying Lactogen.

Seize the opportunity to get your share of this NEW business NOW!

PER TIN **2/9** P.A.T.A.

Lactogen—prepared by Nestlé's—is a modified dried milk for use in infant feeding.

Stock Lactogen and display it

SEND FOR PARTICULARS AND TERMS

The Lactogen Bureau (Dept.AZ175A), Nestlé's Milk Products Ltd., 6 & 8 Eastcheap, E.C.3.
Please send me particulars and terms of Lactogen.

Name .....

Address .....

.....

Y PILLS Y

A *'Chemists only' line giving a big profit

Y.Y. Pills will find a ready market. Advertising tells the story, your display will bring customers into your shop. These pills will constitute a regular selling line continually advertised and yielding a steady profit.

ONE SIZE ONLY

3/-

Sole Distributors:—

FASSETT & JOHNSON Ltd.

86 CLERKENWELL ROAD, LONDON, E.C.1. Phone: Clerkenwell 2336

*Except for addition of address label there are no restrictions to the sale of Y.Y. pills to the public by registered chemists. Errors in regard to this have appeared in one or two instances in wholesalers' price lists. These should be amended.

PETROLEUM JELLIES

WHITE, LEMON, YELLOW, AMBER, RED, GREEN.

WHITE & COLOURED OILS

YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

LIQUID PARAFFIN

COLOURLESS, TASTELESS, ODOURLESS.
ALL SPECIFIC GRAVITIES.

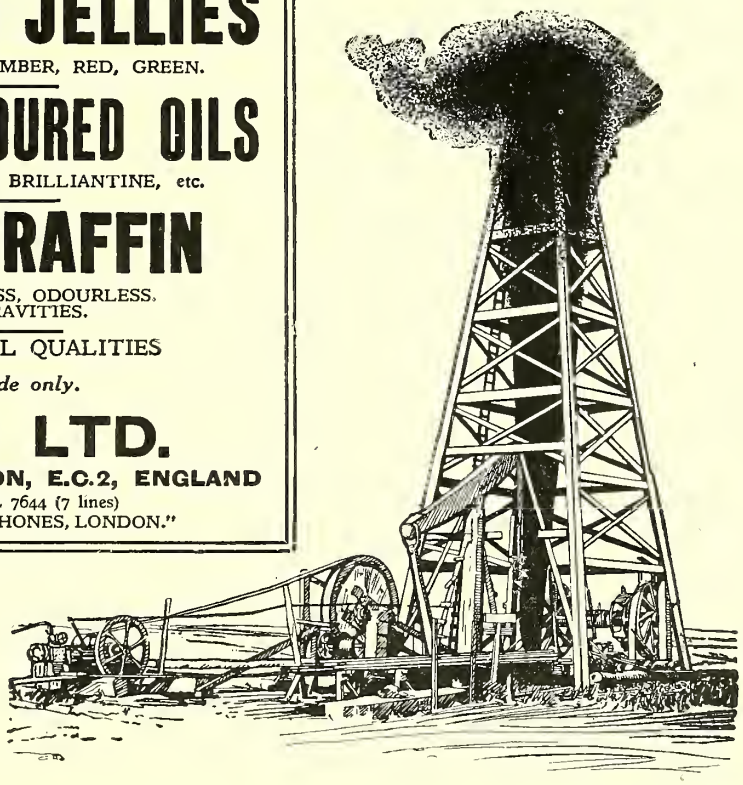
B.P. AND TECHNICAL QUALITIES

Wholesale Trade only.

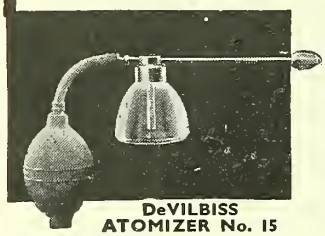
STERNS LTD.

16 FINSBURY SQ., LONDON, E.C.2, ENGLAND

Telephone: NATIONAL 7644 (7 lines)
Telegrams: "CENTUMVIR, PHONES, LONDON."



PREVENTION IS BETTER THAN CURE



DeVILBISS ATOMIZER No. 15

This well-known nose and throat Atomizer sprays oil or aqueous solutions with equal ease. Adjustable tip permits spraying in any direction.

Every home needs one or more DeVilbiss Atomizers. DeVilbiss Atomizers have been used and prescribed by the medical profession for more than 45 years, and to-day the DeVilbiss range includes improved Atomizers of every required type. DeVilbiss Atomizers are reasonably priced, fully guaranteed and carry handsome profits. Conspicuously displayed, they stimulate the sale of medical and antiseptic solutions--and sell themselves.

Price list on application

DeVILBISS NEBULIZER No. 45

For oils only. Produces a large volume of extra dry vapour for deep inhalation.

ATLAS ATOMIZER No. 20

A compact and dependable nasal Atomizer producing a medium spray from either oil or water solutions.

DeVilbiss ATOMIZERS

ATLAS ATOMIZER No. 25

A nose and throat Atomizer of high quality for oil or water solutions. Gives a fine, continuous spray.

AEROGRAPH CO., LTD., 43, HOLBORN VIADUCT, LONDON, E.C.1 CVS-93

CALDER BRAND YEAST TABLETS

50 tabs 7d.
100 ,, 1/-

Discounts
Retail 33⅓%
Wholesale 16⅔%

Yeast improves the complexion

Calder Yeast Tablets can be had in cartons of 1 & 2 doz. 50's, 1 doz. 100's

Supplies of Calder Yeast Tablets may be obtained through Wholesalers

CALDERS' YEAST CO. LTD.
INVERKIP STREET, GLASGOW, C.5

MASON'S EXTRACT OF HERBS

WINDOW SHOW TERMS ARE NOW AVAILABLE

Apply for Illustrated Particulars to

NEWBALL & MASON Ltd., NOTTINGHAM

Special BONUS TERMS

Everyone who sells—or could sell—Marshall's Malted Milk, should write for particulars of the Special Bonus Terms for this product which will help you to sell it in even greater quantities than at present, and also show you an even greater profit. This Special Bonus Scheme is open to everyone—everywhere. Write now.

FOR WINDOW DISPLAYS

63,430,784 READERS SEE MARSHALL'S ADVERTISEMENTS

which are appearing in all the principal newspapers in the country. The low price has brought Malted Milk into a larger field—it is selling to the masses — and this means big sales.

for MARSHALL'S MALTED MILK

WRITE FOR TRADE TERMS AND FULL PARTICULARS

MARSHALL'S MALTED MILK LTD.
CEDARS ROAD, LONDON, S.W.4

AS GOOD AS ONE CAN BUY—AT A PRICE THE PUBLIC CAN AFFORD

OLD THINGS ARE BEST

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IN YOUR HAND
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WITH INDESTRUCTIBLE SUNK ENAMELLED LABELS

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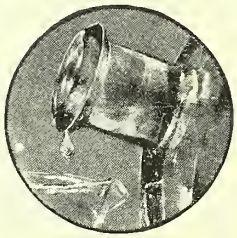

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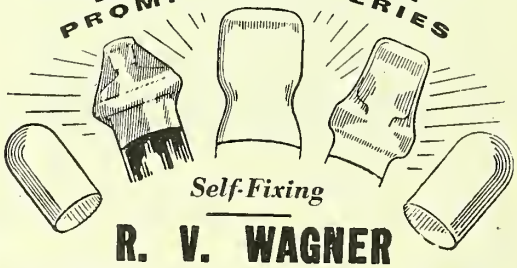

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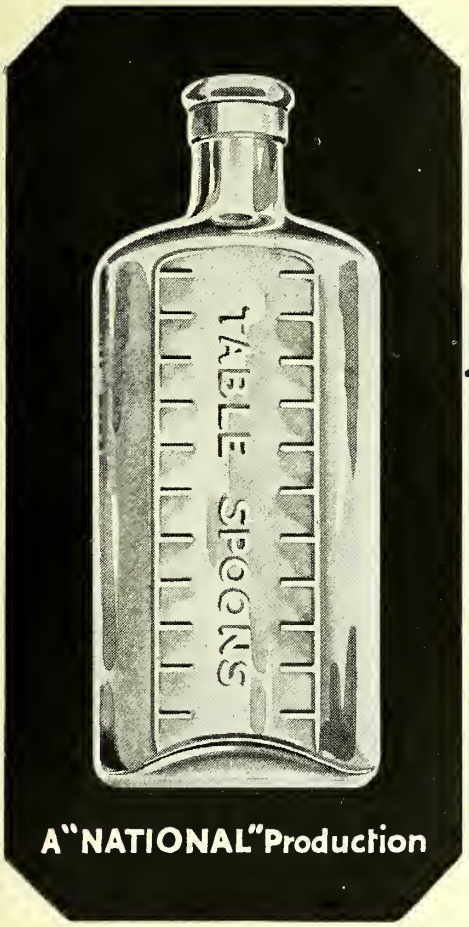

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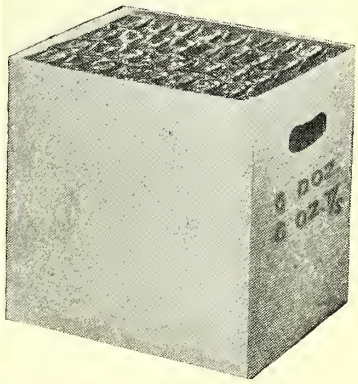

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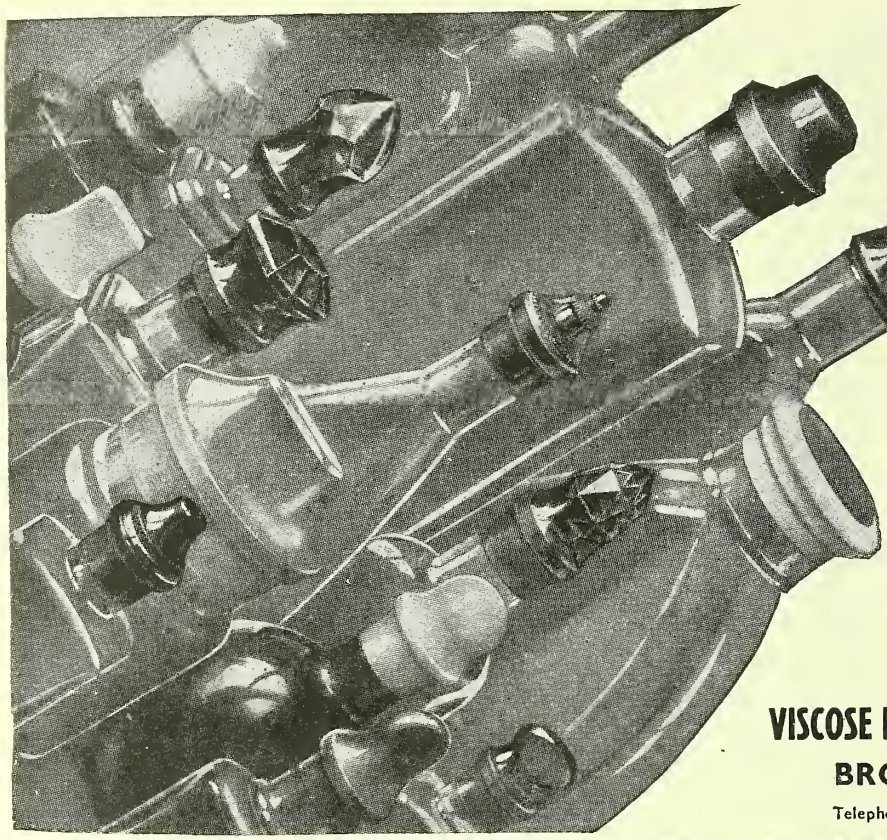

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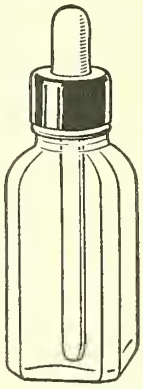

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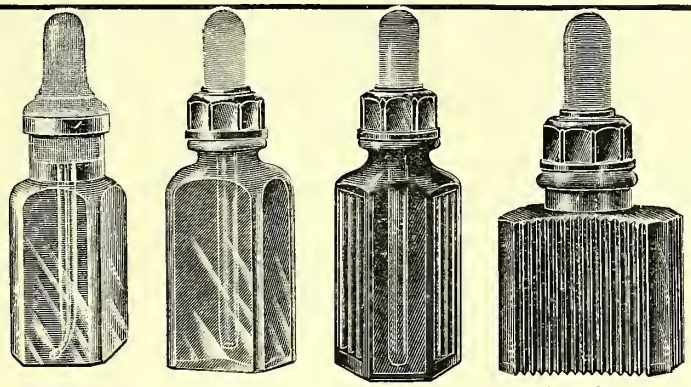

"Regulator" 308 — "Oiltite" Amber Square 800 — "Oiltite" Blue Poison 801 — For Nasal Compound 799

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4/- ½ oz., 4/6 1 oz., per doz.

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4/- ½ oz., 4/6 1 oz., per doz.

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SPECIFY "HOLLOPEG"
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	2 drams.	4 drams.	
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Glass Peg instead of Brush, 1/6 Gross less.
Minimum quantity, 1 Gross.

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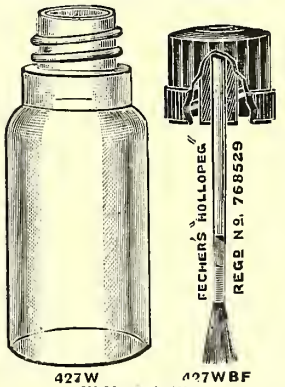

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AMMOKET (Elixir of Ammonium Mandelate)
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CALCIOSTAB (10% Calcium Thiosulphate)
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WHOLESALE AND EXPORT DEPARTMENT
BOOTS PURE DRUG CO. LTD.
NOTTINGHAM - - - ENGLAND
[106/40]

The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C.2

SEPT. 18, 1937

ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

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We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—LONDON, S.E.24.—Must be sold forthwith—General Retail Business making £300 per annum net profit; stock worth about £350; fixtures £240; very nice living accommodation; long lease at reasonable rental; price £825 all-at or near offer, or valuation terms would be entertained.

2.—GOLDERS GREEN (NEAR).—High-class Business for sale with valuable Agencies; takings approximately £2,850 per annum; net profit about £700 per annum; long lease; rent £200 per annum; sub-let £90 per annum; minimum purchase price £2,000.

3.—LONDON, S.E.—Death Vacancy—General Retail Business; turnover last year £1,245; gross profit £553; excellent stock and fixtures; living accommodation; inclusive purchase price £350.

4.—SOUTHEND-ON-SEA.—Cash Drug Stores; net profit £3 10s. per week; serviceable fixtures; clean stock; inclusive purchase price £300.

5.—WIMBLEDON.—Good-class Business; takings last year £1,280; gross profit £420; stock £400; excellent living accommodation; long lease; price £800.

6.—CARLISLE.—Light Family Retail Business; net profit £7 per week; old-established; stock £600; fixtures £150; nice living accommodation; price £1,000 all-at.

7.—PORTSMOUTH.—General Retail Business; takings £1,574; stock £550; living accommodation; new lease; price £1,000.

8.—BARKING.—Middle-class Business; takings £1,347; high profits; stock £300; living accommodation; rent £90 per annum; price about £600.

9.—BIRMINGHAM.—Net profit £5 per week; stock worth £150; rent only £20 per annum inclusive; price £200 all-at.

10.—LEEDS.—New Modern Front; rent £250; rates £100; lease 14 years; turnover £2,200; high net profit; all-at £750, £500 down; stock and fixtures worth £650.

11.—WIGAN.—Retirement Vacancy—High-class Business; takings last year £1,130; scope; stock estimated to be worth £750 and fixtures £200; inclusive purchase price £650, less than the value of the stock and fixtures.

12.—CLACTON (NEAR).—Good-class Business; takings well over £60 per week average; net profit £12 per week; nice living accommodation; valuable lease; price asked £2,500, or valuation terms would be entertained.

13.—PURLEY (NEAR).—Good Middle-class Business; takings £18–£20 per week; established about 1890; stock £220; rent £55 per annum; long lease; inclusive purchase price £385.

14.—BATTERSEA.—General Retail Business taking £10–£15 per week; scope; good clean stock; attractive fixtures; premises can be purchased or leased; inclusive purchase price £150; no offers.

15.—TOOTING.—General Retail Business taking about £2,200 per annum; gross profit over £900; rent only £70 per annum; price £1,350 or near offer.

16.—BOURNEMOUTH.—High-class Dispensing Business offering scope with the addition of extra capital; stock worth about £500; price £850 all-at; takings about £2,000 per annum.

17.—GRIMSBY.—For immediate disposal.—General Retail Business taking over £20 per week; Accountant's figures; good clean stock; attractive fixtures; exceptionally nice living accommodation; rent only £80 per annum; no reasonable offer refused.

18.—STRATFORD, E.—Middle-class Business; net profit £350 per annum; income tax figures; good, clean saleable stock; nice living accommodation over; price £750 all-at.

19.—LONDON, N.1.—Drug and Proprietary Business; established over 50 years; takings about £17 per week; good profits; living accommodation over; rent £1 2s. 6d. per week; price £250 all-at.

20.—HASTINGS.—Middle-class Business making over £400 per annum net profit; nice living accommodation; rent £85 per annum; price about £1,000.

21.—CITY BUSINESS.—Well-established Business for sale for genuine reason; takings about £2,000 per annum; high ratio of profits; reasonable rental; Kodak Agency; stock worth about £400; attractive fixtures; price £950 all-at; Vendor purchased another business.

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Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.

ERNEST J. GEORGE & Co.

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Telephone: Walsall 3774

Lancashire and District Representative: Mr. E. BROWN, 21 Davenport Road, Hazel Grove, Stockport. Telephone: Great Moor 2405

Correspondence, mutually confidential, is invited from prospective purchasers of the following businesses at present available for purchase.

(C1) MIDLANDS (NEAR WOLVERHAMPTON).—Unusual opportunity to acquire on reasonable terms lease of premises as Pharmacy; 1936 turnover nearly £2,500 and trade waiting for successor; no stock to be taken; fittings about £200; reasonable offer for lease and goodwill considered; living accommodation, part of which is at present sub-let; we consider this an exceptional position and opportunity.

(C2) BIRMINGHAM.—High-class with growing optical and surgical connexion; turnover approx. £2,000; good shopping district; long lease; elegantly fitted; stock and fixtures £1,250 subject to valuation; price £2,000.

(C3) BERKSHIRE (WHOLESALE).—Well-established; turnover upwards of £6,000; net profit £450/£500; living accommodation on premises; stock and fixtures estimated at £1,250; price £2,000; near offer considered.

(C4) SUSSEX.—Turnover 1936, £2,100; rent and rates £65; living accommodation; garage; stock and fittings estimated £800; price £1,400.

(C5) CHANNEL ISLANDS.—Retirement vacancy; turnover upwards of £3,000; living accommodation; reasonable price (by negotiation).

(C6) PAIGNTON (NEAR).—Turnover upwards of £2,600; excellent scope with personal attention; reasonable net rental; heavily stocked and well fitted.

(C7) SHEPHERD'S BUSH.—Returns £1,100; lock-up shop; rent £58 10s., inclusive; price £500 or offer.

(C8) HOLLAND PARK (NEAR).—Turnover about £1,000; rent £65; living accommodation; price £175 all-at.

(C9) BEXLEY HEATH.—Turnover £1,300; net profit £353; living accommodation; reasonable net rental; price £700; part could remain.

(C10) LEIGH-ON-SEA.—Returning about £15 per week; good scope; living accommodation; stock and fixtures only for quick sale (£450).

(C11) BLACKHEATH, S.E. (NEAR).—Lock-up; returns £1,000 under management; populous middle-class district; low rent and price.

(C12) HARROW.—Well positioned; turnover £1,350; definite scope; reasonable price.

(C13) BAYSWATER (NEAR).—Old-established, good-class; main-road position; turnover £2,500–£2,750; net rent £90; excellent scope; price £1,500; alternatively half interest for £750.

(C14) MIDDLESEX.—Turnover £3,500 and increasing; large panel; up-to-date flat; rent £135; price £2,100.

(C15) DORSET (DEATH VACANCY).—Old-established with property; turnover upwards of £2,000; large house; stock £1,000; fixtures £220; first reasonable offer accepted as quick sale desired.

(C16) MANCHESTER.—Pharmacy with optical connexion; turnover £1,340; rent £60; living accommodation; reasonable price.

(C17) NEWPORT, MON. (NEAR).—Returns £1,500; rent £75; living accommodation; price £750.

(C18) KENSINGTON.—Working-class with scope; two flats above; rent £65; price for immediate sale, £200 all-at.

(C19) BARNET.—Returns £1,300; small house; rent £50; sub-let £66; price £600 or offer.

(C20) BALHAM.—Entirely unopposed; excellent scope; should be capable of £2,000 turnover; low net rental; immediate sale desired and first offer accepted (£300/£500 will purchase).

(C21) NORWOOD.—Drug Store situated main shopping street; turnover £1,050; rent £55; small house; reasonable price.

(C22) LIVERPOOL.—Good-class; returns upwards of £1,350, and increasing; living accommodation; price £825; open to offer.

(C23) SURREY (SMALL TOWN).—Turnover £1,450; good scope; reasonable rental; living accommodation; price £800.

(C24) WILTS (RETIREMENT VACANCY).—Family business with large house; very low overheads; under present ownership for past 35 years; stock and fixtures £550; price £600 all-at.

(C25) KEW (NEAR).—Drug Store with excellent opportunities for chemist; turnover £720; good position; price £400 all-at.

(C26) TOTTENHAM (NEAR).—Drug Store with excellent scope under qualified proprietorship; returns £17–£20 weekly; reasonable rental; growing district; price £500 or offer.

(C27) SOUTHAMPTON.—Old-established, occupying strategic position; turnover nearly £3,000 and increasing; value of stock and fixtures (£1,335) accepted for quick sale.

(C28) WORCESTERSHIRE.—Returning about £1,400; rent £60; living accommodation; price £1,050 all-at.

(C29) HANTS COAST.—Branch business returning £1,400; rent £60; living accommodation; price £550.

(C30) THORNTON HEATH.—Turnover £1,300; rent £65; price £525 all-at, including very reasonable goodwill.

(C31) CHESTER (NEAR).—Old-established; now being run as Drug Store; excellent scope; returns upwards of £1,000; price £580 (stock and fixtures only); good living accommodation.

(C32) SOUTHEND (NEAR).—Main-road position; turnover £1,820; living accommodation; price £1,050; open to offer.

Valuations for transfer, probate, income tax, etc., promptly executed at economical rates Agency for locums, managers, etc.

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(One minute from St. Pancras and King's Cross Stations.)

1.—BERKS.—Medium-class business, showing steady increase; returns £2,650, net profit £557, books audited; stock worth £700; own property; price for early sale £1,450.

2.—ESSEX (Large Town).—Light cash Retail with Photo and N.H.I.; returns £1,200, net profit £362; lock-up shop, well fitted and well stocked; rent £65 inclusive; price £600.

3.—PORTSMOUTH (near).—Very Profitable Sound Business; returns £1,300; net profit £325; growing district; plenty of scope; audited books; low rent; good lease; price £750.

4.—NOTTINGHAM.—Light suburban Business, in pleasant residential district; returns last year £1,165, good profits; modern fitted shop, with good house attached; price £250, plus valuation of stock and fixtures.

5.—BEDFORDSHIRE.—Unopposed Drug Store, with Library attached; returns £900-£950; net profit £274; scope for Qualified Chemist; very low rent; on lease; price £250 plus stock at valuation, in all about £400.

6.—WEST MIDDLESEX.—Good-class Suburban Business, with Optical connexion; returns £50 weekly; net profit £600; attractive shop with flat over; owner leaving trade; price £1,600.

7.—LONDON, N.1.—Light Cash Retail, with good N.H.I.; turnover approximately £2,000, increasing, net profit £450; corner position, main road; fully stocked; long lease; price £1,200.

8.—LONDON, S.E.—Good middle-class Business in busy main road and showing steady increase; returns £1,260, good profits; well stocked; large house; moderate rent; vendor's ill-health necessitates early sale; will accept £100, plus valuation of stock and fixtures, in all about £750.

9.—LONDON, N.W.—Old-established Drug and Photographic Store in good position; returns £962; good scope for Qualified Chemist; low rent, good house; owner retiring; price £500 or near offer.

10.—NORTH LONDON.—Owner retiring; middle-class Suburban Trade, with large Panel; returns about £1,500; scope for increase; net rent £48; good lease; stock worth over £500; price £1,000; £400 can remain.

Lowest Terms for Stocktaking

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The ANNIS MEDICAL AGENCY Ltd.
51 SOUTH KING STREET, MANCHESTER 2
Telephone: Blackfriars 4451-2

London—Old established, takings 1936 £2263, N.H.I. 700 a month, net profit £447 (audited figures), good photographic, excellent living, small garden, to be sold or rented, property £1300 or rented at £100, goodwill and fixtures £400, S.A.V.

BUSINESSES FOR DISPOSAL

BOURNEMOUTH.—Opportunity to secure very sound, old-established Pharmacy at less than cost of Stock and Fixtures; turnover £1,100, increasing; net profit £6 per week; modern double-fronted shop; nice house with garden; garage space; rental only £85 per annum, including long lease; owner leaving district; must sell at once; valuation £750 (stock approx. £450); will accept £500, all at; a genuine bargain. 198/11, Office of this Paper.

HOVE.—Very old-established Retail and Dispensing Business for immediate disposal; lease 9 years to run; rent £130 per annum; situate in thickly populated district; double-fronted shop, ample living accommodation, part of which could be let off; no local competition. For further particulars and order to view apply 311/315, Office of this Paper.

LIVERPOOL.—Good middle-class Business, near centre of city; with living accommodation; turnover last year £1,418; could be increased. Also good City Business; turnover last year £1,431. Offers for either or both invited. Apply Hugh Jones & Lewis, Chartered Accountants, 8 Victoria Street, Liverpool.

LONDON, W.1.—Old-established business (over 100 years), near Shaftesbury Avenue; large double-fronted corner shop; fine large dry basement; profits £848 last year, now under management; excellent opportunity. Chemist, c/o A. Heyward & Co., Chartered Accountants, 15 Coleman Street, E.C.2.

PORTSMOUTH and Southsea (near); Drug Store with sound prospects for expansion as district develops; turnover last year under £700 (increasing); definite scope for Qualified person; main road, no near opposition; Selo agency; present ownership five years; modern premises with excellent living accommodation; rent £75; exclusive goodwill, fixtures and fittings, £200; stock about £220; owner retiring. Goldsmith, London Road, Purbrook, Portsmouth.

SUSSEX COAST.—Old-established neglected business for sale as Pharmacy or Drug Store; good, improving; main road position; ample living accommodation; sure living; excellent prospects; good scope for Optics; suit Qualified or Unqualified; well fitted; stock adjusted to suit needs; bargain price, as early sale desired. Details, apply 199/12, Office of this Paper.

ALL Overhead Charges met by Subsidiary Business.—Exceptionally good opportunity for fully Qualified Chemist to start in main-road position without fear of failure. To those interested and wanting proof of this advertisement, write or call (Sunday no objection) to Owner, 12 Carbery Row, Southbourne, Bournemouth. Alight Irving Road 'bus stop. Telephone, Southbourne 1231.

CHEMIST'S Business for Disposal; splendid position in high-class residential suburb of Liverpool; well stocked and fitted; no near opposition; good living accommodation; property can be purchased or lease will be granted. For further particulars apply to The Association of Manufacturing Chemists, Ltd. 2 Bixteth Street, Liverpool.

DEATH VACANCY.—Old-established Chemist's Business for disposal in thickly populated working-class district; returns under management approximately £10 per week (could be considerably increased); lease will be granted at £1 2s. 6d. per week; inspection invited. Write 311/316, Office of this Paper.

GREAT OPPORTUNITY.—Pharmacy, modern, double-fronted commodious premises; long lease; unopposed site, near London; net profit over £6 weekly, increasing; value of stock £200; fittings and fixtures £300; will accept £375 all at, for quick sale; arrangement could be made to accept £200 cash, balance by instalments; offer of Partnership considered. 198/33, Office of this Paper.

WELL-SITUATED Pharmacy, centre of Lancs town; large premises, living accommodation if required; long lease; good stock and fittings; N.H.I., Kodak; sound proposition to enterprising person; bank references, strictly confidential; no agents; personal investigation welcomed. 197/9, Office of this Paper.

£40.—LONDON, S.E.—Drug Store, lock-up, e.l.; lease 9 years; busy neighbourhood; excellent opportunity for man with small capital; owner wishes to dispose owing to other interests. 197/10, Office of this Paper.

BUSINESSES WANTED

WANTED to purchase, Mail Order or similar Business suitable for Chemist to run in conjunction with own business in South Wales; any proposition considered, proprietary or side line; advertiser is a "live wire" who will get results where scope exists. Fullest details in confidence to 196/5, Office of this Paper.

PREMISES TO LET

6s. for 50 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

CHEMIST.—Fine opening in newly built block; good Shop and Two-floor Flat; exclusive position, adjoining L.C.C. and other extensive estates; literally surrounded by houses; no opposition; shop front will be fitted; rent £100 a year to start. Apply (state trade) to Mr. H. H. Dartnall, High Stone, Leytonstone, E.11.

SHOP to Let.—322 King Street, Hammersmith. Ultra-modern Double-fronted, exceptionally suitable for Chemist; rent a secondary consideration to approved tenant. Owner, 48 Menelik Road, N.W.2.

WONDERFUL opportunity for good Chemist and Druggist at Ponders End. Fine shops, with flats over, now in course of erection at moderate rentals. Plans and full particulars apply The Morris Development Co., Ltd., 130 Mount Street, Berkeley Square, W.1. MAYfair 3378.

APARTMENTS

THE HAMPDEN RESIDENTIAL CLUB

FOR GENTLEMEN, Hampden Street, N.W.1. Close to King's Cross and Euston. 300 Bedrooms, 15s. to 22s. 6d. per week, including bath, attendance and boot cleaning. All meals à la carte in dining room. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary. Euston 2244/5.

AGENCIES

EGYPT.—English Firm with good connexions and references seeks Agencies for Pharmaceutical Specialities, Patent Medicines, Toilet Preparations, Chemicals, etc. Will Manufacturers interested write to G. T. C., at Post Office Box 853, Alexandria (Egypt).

A LEADING Firm of Manufacturers of Beauty Preparations require Agents for the following areas:—(1) Lancashire, Cheshire, North Wales; (2) West of England, South Wales; (3) Northern Ireland; terms offered: expense allowance and commission; qualifications necessary; established connexion; good references. Write, giving full particulars and lines carried, to 311/338, Office of this Paper.

AGENT Wanted for Great Britain for the sale of Seamless Hygienic Rubber Goods of Yugoslavian make; offers from firms who can show good introduction to suitable clientele and can guarantee a large turnover for a competitive, first-quality product invited to Box 876, c/o Agence de Publicité de l'Europe Centrale, Paris, 9è. 7/9. Bd. Haussmann.

AGENTS Required, already calling on Chemists, Hairdressers and Stores, to handle well-advertised line. Apply in writing, giving full details of experience, territory, number of open accounts, etc., EBE Products, Ltd., 11 Diana Place, Euston Road, N.W.1.

LARGE Irish Free State Wholesale House with sound connexion amongst Chemists, Stores and Hairdressers, require additional well-advertised proprietary lines; prepared to manufacture and pack if necessary; will give excellent facilities for window advertising, showrooms, etc.; have excellent references and are prepared to deal only with first-class firms. 168/2, Office of this Paper.

LONG-ESTABLISHED Firm of Chemists and Druggists in East Africa invite correspondence for Agency Rights from Manufacturers of Patent Medicines, Specialities, Toilet Goods, Perfumery, Infant Foods, etc. Have distributing link throughout East Africa, 311/327, Office of this Paper.

PROPHYLACTICS of unparalleled quality, well tested, loose or in beautiful packs, splendid success wherever put on market; sole selling rights still available for some counties; firms having Sales Organisation and good connexions with Chemists, Druggists, Hairdressers, etc., apply at once to 197/23, Office of this Paper.

COMPANY REGISTRATION

FOR over 25 years I have been advocating, and practising what I preached, as regards the registration of Chemists' businesses for reasons given with my free quotation for any size business. You might also do your friends a good turn by mentioning my name and address.

A. BERNARD SLACK,

721 PRINCESS ROAD, MANCHESTER 20.

SALES BY AUCTION

5 LITTLE BRITAIN (close to G.P.O.) CITY.

CHEMISTS' SHOP FITTINGS, Showcases, National Cash Registers, Safes, Typewriters, Office Furniture.

B. NORMAN & SON

will sell by Auction, WEDNESDAY NEXT at 12 noon. Catalogues on application. Tel., NAT. 6463.

DIRECTORSHIPS

ADVERTISER offers Directorship and holding in small company to a Qualified Chemist with address, who would co-operate with arrangements already made for marketing a genuine Medicinal Remedy; no finance required. Particulars, letters only. Miles, 54 Cheapside, E.C.2.

APPOINTMENTS

COUNTY COUNCIL OF MIDDLESEX

ASSISTANT DISPENSER

APPLICATIONS are invited for the pensionable appointment of Assistant Dispenser (non-resident) at North Middlesex County Hospital, Edmonton. Salary, £200 per annum, rising by annual increments of £7 10s. (one of £5) to £250 per annum.

Candidates must be graduates in Pharmacy of a recognised University or hold one of the qualifications of the Pharmaceutical Society of Great Britain. The officer appointed will work under the direction of the Pharmacist and of the Medical Superintendent of the Hospital, and will devote whole time to the duties of the post. The appointment, which will be subject to medical examination, will be held during the pleasure of the Council and is terminable by one month's notice on either side.

Applications, stating age, qualifications and experience, together with *copies* of not more than three recent testimonials, must be received by the undersigned not later than October 2. Relationship to any member or officer of the Council must be disclosed in the application.

Application forms are not provided. Envelopes must be endorsed "Assistant Dispenser, 'L.1,' North Middlesex County Hospital."

Canvassing, directly or indirectly, will be a disqualification.

Middlesex Guildhall, Westminster, S.W.1. C. W. RADCLIFFE, *Clerk of the County Council.*
September 9, 1937.

APPRENTICESHIP

APPRENTICE required, Youth; passed Part I preferred; good training given; salary paid. Apply to R. H. Kerr, M.P.S., Hanover Pharmacy, 442 Uxbridge Road, W.12. 'Phone, Shepherd's Bush 2199.

SITUATIONS OPEN

RETAIL (HOME)

6s. for 40 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BARNES.—Junior Assistant wanted for good-class Dispensing and Photographic Business; first-class references essential. Apply, stating age, height, experience and salary required, to Feltwell & Son, 90 Church Road, Barnes, London, S.W.13.

BRIGHTON.—Unqualified Assistant (Gentleman) early October for good-class Dispensing and Photographic business at Hove; passed Part 1 preferred; education, experience, age, height, salary; photograph, if possible, with stamped addressed envelope for return. Applications not answered in four days declined. K. J. Padwick & Sons, 5 Preston Street, Brighton.

BRISTOL.—Lady Chemist, chiefly for Dispensing, N.H.I., and occasional Counter; comfortable berth, easy hours; permanency; moderate salary to commence. 198/3, Office of this Paper.

EASTBOURNE.—Junior Assistant wanted for good-class Dispensing and Retail Business. Please state age, height, references, salary required, and enclose photo. J. Forbes, Chemist, Ocklynge Parade, Eastbourne.

EAST COAST.—Unqualified Male Assistant required, or Junior or Improver; of good appearance and address. State age, height, experience, and salary required, and enclose photo. A. E. Sawyer, M.P.S., 100 High Street, Southwold, Suffolk.

LEEDS.—Unqualified Male Assistant required ; Counter and Dispensing; state age, height, references and salary required. 311/322, Office of this Paper.

LIVERPOOL.—M.P.S. required at once as Superintendent, part or full time; lady preferred; for Counter and light N.H.I. (possible permanency); no Window-dressing. State age, height, experience (enclose references, and minimum salary acceptable), to 199/24, Office of this Paper.

LONDON.—Dispenser (Qualified), male; part-time for Out-patient Dispensary; Weekdays, 9 a.m. to 1 p.m.; salary £150 per annum. Write 311/337, Office of this Paper.

LONDON.—Male Improver just out of Apprenticeship, capable and trustworthy, for branch; also Qualified male, capable Dispenser and Counter; preference for one just Qualified, for headquarters. References, age, salary required, to Barnes, 205 Knightsbridge, S.W.7.

LONDON.—Qualified Assistant (permanent), also temporary Assistant for about two months; Counter and N.H.I. State age, when disengaged, particulars of experience, names of references and salary expected. Apply by letter, Pharmacist, 300 Amhurst Road, London, N.16.

LONDON.—Unqualified Assistant for October 11; good experience and Window-dresser necessary; London resident or near preferred. Write, stating salary, age, experience and height. Surridge, 1344 London Road, Norbury, S.W.16.

LONDON.—Young Unqualified Junior or Improver for good Family and Dispensing business; good references essential. State full particulars of experience, age, and salary. T. J. Morris, M.P.S., P.S.M.C., 20 St. James' Parade, Muswell Hill, N.10.

LONDON E.14.—Young Qualified Assistant required at once, Locum; probable permanency; working-class trade. Send full particulars, age, height, salary required; newly Qualified man would suit. 199/25, Office of this Paper.

LONDON, N.—Smart Junior (Unqualified), male or female, required shortly for Dispensing and Counter. Please state age, experience and salary required, and when free. Interview preferred but not essential. 198/34, Office of this Paper.

LONDON, S.E.1.—Assistant (male) for working-class business; wages £3 per week (age not over 25); good prospects for person not intending to qualify. State when can be available and full particulars, to 196/8, Office of this Paper.

LONDON, W.1.—Unqualified Assistant required; smart Counterman and good Stock-keeper essential. Apply, stating age, experience and salary required, to 198/38, Office of this Paper.

MIDDLESBROUGH.—Qualified Manager, for medium-class business, with view to succession on very easy terms; references essential; give usual particulars and salary required. Victor Levy, 35 Roman Road, Middlesbrough.

OXFORD.—Unqualified Junior Assistants required for good-class businesses; send fullest particulars of experience, and photo; could interview at Chemists' Exhibition, Thursday afternoon. Write Bellamys, 118 High Street, Oxford.

SHEFFIELD.—Required at once, two Unqualified Junior Assistants; must have good references and accustomed to high-class business. Apply, with all particulars, Eardley & Furnival, 265 Glossop Road.

SOUTH COAST.—Junior (male) Assistant wanted for good-class Dispensing Business; light work and easy hours. Witchell, Chemist, 1 Brighton Road, Worthing, Sussex.

SUBURBS.—Twelve miles out; light Retail and Dispensing; no Sunday duty. Please state particulars, age, height, etc., in first letter, 199/22, Office of this Paper.

SURREY.—Qualified Lady required at once, with good Counter experience; small N.H.I.; comfortable permanency for suitable applicant. Write, stating age, experience, salary required, 67 Sherwood Park Road, Mitcham.

SUTTON DISTRICT.—Young Junior Assistant required immediately. Full particulars to 198/17, Office of this Paper.

A.A.A.A.—London (near).—Unqualified (Male) Assistant wanted beginning of October; one used to Dispensing, Window Dressing and Counterwork; good prospects for the right man. 197/3, Office of this Paper.

A SMART Junior Unqualified Assistant required for London; progressive salary and commission; opportunity for good experience. Write 311/335, Office of this Paper.

AN opportunity occurs for a keen young Assistant, with really good knowledge of high-class Photographic and Cine Apparatus; also vacancy for Junior with sound Dispensing experience; both posts are permanent and progressive. State age, fullest particulars, salary required (photograph if possible) to Wands, Ltd., 12 Haymarket, Leicester.

AN Unqualified Junior Assistant, Lady or Gentleman, with good Dispensing and general experience, required for good-class Pharmacy. Please state age, full particulars of experience and salary. R. A. Neville, 74 Cowley Road, Oxford.

ASSISTANT (Unqualified), not under 24, with experience of good-class Dispensing and knowledge of Photography. Apply C. W. Higgins, Dispensing Chemist, 47 Market Place, Salisbury.

ASSISTANT (Unqualified) wanted; good Dispenser, Window Dresser, Salesman; comfortable post. Apply, giving full particulars as to age, height, salary, references and photo (returnable) to S. J. Witherick, Chemist, 16 Harrow Manorway, Abbey Wood, London, S.E.2.

BROOM, REID & HARRIS have a vacancy for an Unqualified Junior Assistant. Full particulars to Mr. Harris, 2 Queen Street, Exeter.

CIVIL SERVICE.—Vacancies for both sexes, age 15-26. Excellent pay and prospects. No experience required. Short hours and congenial duties. Write for FREE Guide to forthcoming open examinations, salaries, opportunities available, etc., to N.T.O. (Dept. 45), 335 High Holborn, W.C.1.

EVENINGS, 6 till 8; N.H.I. and Counter; Qualified; London (10 minutes south of Thames). Age, etc., to 198/32, Office of this Paper.

G.P.O. ENGINEERING.—Attractive careers for young men, (18-23). Start £3 13s. weekly, rising to £680 per annum, with pension. No experience required. FREE details of openings, etc., from N.I.E. (Dept. 516), Staple Inn Buildings, W.C.1.

JUNIOR Assistant (male), good all-round experience; quick and reliable Dispenser essential. State fullest particulars first letter, age, experience, when disengaged, salary required. Massingham's, Ltd., 34c Green Street, London, E.2.

JUNIOR Assistant or Improver; one just completed apprenticeship would suit; mixed business; Dispensing, Photographic and light Retail. Please give full particulars and salary required; letters not answered within three days respectfully declined. 199/25, Office of this Paper.

JUNIOR Assistant required for branch shop; must be capable Salesman and Stock-keeper. Apply with references, Martin's Chemists, 18 Crown Lane, Morden.

JUNIOR Assistant (Unqualified) male, required for good-class Dispensing and light Retail, with Photographic. Full particulars of age, height, and salary required, etc., together with photograph (to be returned), Ward & Woodman, Gloucester.

JUNIOR or Improver for Modern Suburban Pharmacy, S.W. London; must be good Dispenser. Full particulars, experience, age, height and salary required first letter. 197/8, Office of this Paper.

JUNIOR or Improver (male), indoors, for good-class Dispensing and Family business; good window-dresser and Dispenser essential. Apply, with full particulars, photo, age, height, salary, etc., to Exors. T. Evans, 114 Upper Richmond Road, Putney, London, S.W.15.

JUNIOR or Improver required for Dispensing and Photographic; pleasant personality essential. Experience, references and salary required to Raymond Cope, M.P.S., "Roseville," Abbotts Road, Leek, Staffs.

LADY Chemist required for Pharmacy in Northern Ireland town. Apply, stating experience, salary, etc., to 311/320, Office of this Paper.

LADY Locum Dispenser required. State salary required and references, to 311/331, Office of this Paper.

LADY, Qualified, Counter and Dispensing; Central London. Apply "Z.," 311/328, Office of this Paper.

LADY Secretary-Dispenser wanted; Sussex town; some experience required. Write, stating full particulars, 199/21, Office of this Paper.

LADY with thorough knowledge of Drug and Toilet sales (Dispensing not required) for busy middle-class trade; accustomed responsibility for own Toilet stock and window-dressing. Full particulars of experience, age, salary desired, and when free for interview, Durbins, Chemists, 24 Market Place, Kingston-on-Thames.

MANAGER, Qualified (age 27-35), really capable and energetic; West Surrey, 10 miles London; accustomed busy middle-class trade with little Dispensing; good salary and bonus. Full particulars of experience, age, salary desired, and when free for interview. 194/3, Office of this Paper.

MESSRS. BROWNS CHEMISTS (STOKE-ON-TRENT), LTD. require the services of an experienced Branch Manager; good salary, with house, liberal commission and excellent prospects are offered. Apply 27 Stoke Road, Shelton, Stoke-on-Trent.

QUALIFIED Assistant, male or female, for pleasant Family business in South London. Particulars of age, previous experience and salary required, 197/16, Office of this Paper.

QUALIFIED Assistant required to commence as soon as possible. State full particulars in first letter, also age and salary required, and when free. John Roach Chemists, Ltd., 25 Fife Road, Kingston-on-Thames.

QUALIFIED, for permanent post in small shop in Brighton, October. Fullest particulars, 311/332, Office of this Paper.

QUALIFIED Man required for Branch; N.H.I., Counter and some Manufacturing done; outdoor; vacancy at once. Give full particulars, age, experience, references (which will not be taken up unless entertained), photo if possible; state height, Savage & Co., 109 St. James's Street, Brighton.

QUALIFIED Manager (lady or gentleman) for small branch with one Assistant(lady); accommodation if necessary; easy hours. Averill, Chemist, Lichfield, Staffs.

SALESMAN Required for Drug Department in Departmental Store; no Dispensing; knowledge of Photography essential. Burgis & Colbourne, Ltd., Leamington Spa.

SAVORY & MOORE require two Junior Unqualified male Assistants; one in the West End and one for high-class business just outside London. Full particulars, age, height, experience and salary expected. Replies to H. F. Stapley, 61 Welbeck Street, London, W.1.

TWO Ladies, Qualified and Unqualified, of good address, accustomed to high-class business; experience in sales of all high-class Beauty Preparations essential; position as manageress of branch available to former, for which a strong personality and natural keenness for business is required; interview essential; state height, age, full experience and salary required. Leonard Matthews, 97 George Lane, South Woodford, Essex.

UNQUALIFIED Assistant (male) wanted for high-class Pharmacy near London, about the end of September; must be a reliable Dispenser and capable Salesman; knowledge of Photography. State age, experience and salary, with photo if possible, to 198/23, Office of this Paper.

UNQUALIFIED Assistant, with Veterinary and General experience, wanted for established Country Round, able to drive car; wage £2 10s. Applications unanswered within four days declined with thanks. Copies of references, with full particulars of experience and age. 197/22, Office of this paper.

UNQUALIFIED Junior Assistant (lady or gentleman) required immediately; experienced Dispenser and knowledge of Counter work. Apply, stating age, experience and salary required, to S. Liston & Co., Ltd., 280 Fulham Road, South Kensington, S.W.10.

UNQUALIFIED Junior Assistant (male, about 25); good appearance; experienced Dispenser. Reply in writing with photo, full particulars, salary required, and when free to commence, to W. O. Whitley, M.P.S., Trollopes, Ltd., Chemists, Trowbridge, Wilts.

UNQUALIFIED Junior Assistant; must have been trained in good-class dispensing business; give full particulars of age, experience, and salary required. Applications not answered in four days declined with thanks. Chas. Lowe & Co., Surbiton, Surrey.

UNQUALIFIED Junior Assistant wanted; good Dispensing experience essential. Apply Rigbton, 511 Lord Street, Southport.

UNQUALIFIED Junior (male), required for good-class Dispensing and Counter work in N.W. London; one just finishing apprenticeship, or with some subsequent experience. Usual particulars of experience, salary, etc., 198/2, Office of this Paper.

UNQUALIFIED Male Assistant required; must have had good-class experience. Apply Quibell, 885 Finchley Road, Golders Green.

WANTED AT ONCE.—Young Qualified Assistant. Full particulars to Cheers & Hopley, Chester.

WANTED.—Experienced Lady Assistant, Qualified or Unqualified; Dispensing, Counter, Photographic (Sales) and Window-dressing, High-class Toilets; good appearance. State age, experience, salary required (enclose photo), etc., to Miss C. M. Joyce, Chemist, Loughborough.

WANTED immediately, Qualified Locum or Qualified Assistant; Dispensing and Counter. Call at Butes, 51A High Street, Camden Town, N.W.1, or 'phone City 4564.

WANTED, Qualified Assistant, lady or gentleman, W.1 district; comfortable berth. Apply, full particulars, to 197/14, Office of this Paper.

WANTED.—Unqualified Assistant (male or female) for Drug and Optical Department. State age, wages and full particulars of experience not later than Saturday, September 25, 1937, to General Manager, Brighouse District Industrial Society, Ltd.

YOUNG Lady Assistant (Qualified); good-class business. Write experience, salary required, Butcher Curnow, Blackheath, S.E.3.

YOUNG Qualified Assistant wanted for good-class light Retail and Photographic business in pleasant country town; must be a good Dispenser. Please send full particulars in first letter. Tavener, Broadway, Crowborough.

WHOLESALE

QUALIFY FOR PROMOTION!

When it comes to selecting for promotion, employers very rightly attach great importance to a man having studied the theory of the work in which he is engaged. *A Diploma does count!*

If you have chosen Sales Management as a step in your career, you should realise the immense national importance of this profession and determine to win success by learning all that can be learned about it.

The Incorporated Sales Managers' Association (the recognised Examining Body in Sales Management) has prepared a Syllabus of Subjects comprising :—INTERMEDIATE EXAM. :—Book-keeping and Accounts, Commerce, Salesmanship, Marketing, Business Statistics, Sales Organisation. FINAL EXAM. :—Market Research, Economics, Commercial Law, Export Practice, Advertising, Sales Management.

Enquire from your local Education Authority for particulars of Classes, or communicate with the recognised Educational Correspondence Colleges.

The next I.S.M.A. Examinations will be held in June 1938 in London and certain provincial centres.

For Syllabus of Subjects and full information write to the General Secretary, Incorporated Sales Managers' Assn., Dept. L, 4 Bedford Square, London, W.C.1.

WALES.—A live Representative required to take over representation for firm handling proprietary articles of universal renown, which are extensively advertised throughout Great Britain; applicants must have long-standing and sound connexion among chemists and druggists; car owner preferred; high commission basis only. Write, in confidence, stating lines at present carried (if any), experience, etc., 311/319, Office of this Paper.

A SPECIAL Representative for London required by a firm manufacturing Medical Specialities. Applicants should hold a Pharmaceutical qualification and will be required to carry out Propaganda and Sales Work, chiefly with Hospitals; previous Hospital experience an advantage but not essential; to a keen man with ability the appointment offers unusual scope. 311/324, Office of this Paper.

AZIADE, LTD., require additional live Representatives with connexion amongst Chemists for all areas; a new fast-selling line is being introduced; generous commission during short trial period; proved men qualifying for salaried positions. Write, V. R. Kimmitt, 86 Grays Inn Road, W.C.1.

DOMO REMEDIES, LTD., require a few more live Representatives with connexions with Chemists, in London, Midlands, Devon, Cornwall, Oxford, Northants, Wilts, Somerset; generous commission and bonus; proved men can qualify for salaried permanent positions; the line is nationally advertised. Write, Sales Manager, Domo Remedies, 86 Grays Inn Road, W.C.1.

LADY Dispenser required by Soap and Perfumery Manufacturers in Western Suburb of London for Compounding Perfumery and Toilet Preparations. State age, previous experience and salary required to 311/326, Office of this Paper.

LARGE Car owner Resident Representative to Chemists in N.W. Counties to improve on connexion already yielding double figures weekly income (less expenses). Only those to apply having sound sales records to Chemists on this ground, with full details to Simpkin's, Chemists' Exhibition, Albert Hall, London. Also possible vacancy S.W. counties.

MEDICAL PROPAGANDA.—A well-known organisation marketing Biological Products require the services of two well educated Representatives for Medical Propaganda for London and for the North; must be Qualified and possess a thorough knowledge of Biological Therapy; connexion with Hospitals and Public Health Departments an advantage. Applicants should state age, qualifications, experience and salary required. 311/323, Office of this Paper.

MEDICAL Representative required for Propaganda Work in London and Provinces, calling on Medical Profession and Trade. Must be Qualified Chemist, but previous Travelling experience not essential. Apply in writing to 311/321, Office of this Paper.

PHARMACEUTICAL Manufacturers require fully Qualified Chemist with some manufacturing experience, preferably Ph.C. and B.Sc. to train for position as Chief Chemist. Age 28-33. Write, in strict Confidence, giving full particulars of experience and qualifications, to 311/325, Office of this Paper.

PROFESSIONAL Representative with good personality and appearance, to call on Dentists; experience an advantage; ability to grasp and present scientific facts effectively essential; must be able to drive. Write in confidence, stating age, full details of business experience and salary required to General Manager, Milton Proprietary, Ltd., Brewery Road, N.7.

REPRESENTATIVE with established connexion in Toilet Sundries and Fancy Goods among Wholesale and Retail Chemists, Hairdressers and Stores; salary, commission and expenses. Send full particulars of previous experience and firms connected with, otherwise application not considered. 311/329, Office of this Paper.

REQUIRED.—A thoroughly competent Druggist-Sundries Buyer for organising and developing a growing sundries department in well-known Northern Drug House. State age, experience and salary required, to 311/330, Office of this Paper.

SALES Manager of well-known company marketing range of nationally-advertised products, wishes to appoint Young Man, under 30, to train as Assistant Sales Manager; applicants should have first-class experience as Salesmen, and preferably have spent some years in sales office of similar organisation; only first-class men with good sales records and exceptional ability need apply. Write, stating age, fullest particulars of past experience and salary required, in confidence. Our own staff have been advised of this announcement. 311/336, Office of this Paper.

SALES Manager required for established business in Medical Apparatus to organise and control through Assistant Salesmen; direct sales to public; apparatus proved; exceptional prospects; experience essential. Write, state qualifications, salary required, age, etc., Relegen, Ltd., 60 High Holborn W.C.1.

TRAVELLERS required by established Sponge House (non-combine). Men already calling on the trade and with connexions are invited to apply, giving particulars of territory covered (see advertisement page xii). Hydra Sponge, Ltd., 129 Finsbury Pavement, London, E.C.2.

WANTED, Representatives on part expenses and commission basis, to carry nationally-advertised Chemist and Store line. Please state in confidence firms now represented and territory covered. Our representatives are aware of this announcement. 311/333, Office of this Paper.

WANTED.—Travellers with good connexions, South-East and West Coast, also Somerset, Gloucester, North Wilts and Berkshire, to represent well-established firm, for Patents, Sundries, Packed Goods and Drugs, on commission basis to commence. Apply, stating age, experience and full particulars, 198/28, Office of this Paper.

YOUNG Man, with some previous experience, required for Wholesale Warehouse wet and dry Counter; Portsmouth district; permanency to suitable applicant. Write 311/334, Office of this Paper.

YOUTH who has had some experience in the Manufacture of Pills required for Pill Department. Reply, with full particulars, John Bell, Hills & Lucas, Ltd., Oxford Works, Tower Bridge Road, London, S.E.1.

COLONIAL, INDIAN AND FOREIGN

WEST AFRICA.—A permanent and progressive career is offered to Qualified Pharmaceutical Chemists, commencing salary £400 per annum rising to £550 per annum, together with commission on profits; short tours, leave on full salary; free furnished quarters, first-class passages. The position is an attractive one to intelligent and capable young men under 30 years of age anxious to get on. 310/287, Office of this Paper.

CHEMIST.—Qualified Assistant for healthy Eastern Colony; young, single; good appearance and address; accurate Dispenser and good Salesman; four years' agreement, passage paid out and home. Write, with full particulars, to Box Z.993, Willings, 133 Moorgate, E.C.2.

SITUATIONS WANTED

RETAIL (HOME)

2s. for 18 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.A.A.—MANAGER, over 20 years' experience, London and Suburbs; disengaged; excellent references; private; permanency. Chemist, 30 Lorne Close, Hanover Gate, N.W.8.

A.A.—QUALIFIED, Young lady, seeks permanent situation; London or Suburbs; Hampstead or Wanstead district preferred but not essential; excellent experience and references. Apply 199/19, Office of this Paper.

AN experienced Registered Pharmacist, now completing run of summer bookings, can undertake one or two more engagements from and including October 4. Address, until September 29, "Locum," c/o Bowen Jones, M.P.S., Pharmacist, Chipping Sodbury, Gloucestershire.

ASSISTANT, West End experience; Counter and Dispensing; good reference; disengaged September 13; locum or permanency; London only. Write to M. G. Birch, 4 Melrose Gardens, Hammersmith, W.6.

BIRMINGHAM OR MIDLANDS.—Locum engagement; vacant from September 20 till first week in October. Hanley, 180 Lozells Road, Birmingham.

CHEMIST, Qualified (24), 6 ft., requires post Manager or Assistant; preferably in middle-class business, Hants-Sussex district; well recommended; free now. Gwyther, 137 Manners Road, Portsmouth.

DISPENSER (Hall), Lady, experienced, seeks appointment; Medical Practitioner or Hospital only; permanent or temporary; London, or close; excellent testimonials, 197/4, Office of this Paper.

ELDERLY, Active, capable Pharmacist; good appearance and address; Secretary, Superintendent or ordinary routine; short hours; North London preferred. 199/17, Office of this Paper.

ELDERLY Qualified Man, open to any suitable position, reliable and competent; terms reasonable; short hours. 198/41, Office of this Paper.

LADY Dispenser, Book-keeper (Hall), experienced, desires part- or full-time post. Dispenser, 48 Anchorsholme Lane, Cleveleys, Lancs.

LOCUM (Lady), Unqualified; Dispensing and Counter; highest refereuces; free September 27. "Chemist," 7 Dunbar Road, Forest Gate, E.7.

LOCUM (Qualified); excellent references; Dispensing and Counter; capable; free September 26; any distance. Young, 2 Avondale Road, Sheffield.

LOCUM, Qualified, experienced, disengaged September 20. Bark, 34 Colcherne Road, S.W.10. 'Phone Flaxman 5533.

LOCUM (Qualified); experienced, trustworthy; free from September 27. Harris, c/o Freeman, Chemist, St. Albans.

LOCUM (Qualified), middle aged; terms £1 per diem; fares paid. S. H. F., 57 Butterton Road, Rhyl, N.W.

MANCHESTER.—Male (Unqualified) Assistant (20); Part I; able Dispenser, Counter-hand, Window-dresser and Stock-keeper. State wage, 194/2, Office of this Paper.

M.P.S. (Lady), quick aud accurate Dispenser, wishes evenings' employment; good at Counter. 198/45, Office of this Paper.

M.P.S., well-experienced in West End and good-class Pharmacy, requires responsible position; disengaged end of September; Locum work entertained. "Ian," The Pharmacy, Brighton Road, Lower Kingswood, Surrey.

M.P.S. (25) desires permanency as Branch Manager; conscientious, reliable, energetic; Dispensing, Windows, Counter, Photographics; excellent references. 198/36, Office of this Paper.

M.P.S. (34), experienced, reliable Locum, or permanency; free September 20. "Advertiser," 104 Lansdowne Road, E.8.

PERMANENCY Desired by Ph.C.; long and varied experience; moderate hours and salary. Fullest mutual investigation. 199/4, Office of this Paper.

PHARMACIST (45), desires post as Manager; of good appearance; experienced in all branches; active, keen and reliable; good-class business essential; London only. 197/13, Office of this Paper.

QUALIFIED (aged 31, married) requires progressive position; 10 years' sound Managerial experience, both Retail and Manufacturing; accustomed to responsibility and staff control; country district preferred. 198/43, Office of this Paper.

QUALIFIED Chemist (age 29), 6 ft. tall; City, West End and provincial experience with multiple and private firms; Staff control; expert in Photography and well up in Toilets; requires position as Manager in or near London. Chemist, 71 Chelverton Road, Putney, S.W.15.

QUALIFIED Lady (22) requires a berth as Manageress or Assistant, in or near Birmingham, in a good-class Pbarmacy. A. M. T., The Moorings, Charlemont Road, Walsall.

QUALIFIED Manager, middle aged, married; sound experience, excellent references. Apply M. Torian, 112 Crofton Road, Camberwell, S.E.

QUALIFIED Manager seeks change; good personality; keen Salesman; experienced in all branches; London or Suburbs preferred. 198/53, Office of this Paper.

REGISTERED Woman Pharmacist holding part-time post, desires spare time employment near London. Morse, Post Office, Blyth Road, W.14.

SCOT, Qualified (28), 4 years Managing London, experienced Buyer, desires change as Manager; good-class district; please state salary. 199/10, Office of this Paper.

SMART Young Lady requires situation, North London preferred; present position 6½ years; Dispensing, Counter and General Display work; age 22, medium height; excellent references; interview any Thursday or Sunday. M. Pardieu, c/o Cooke, 55 Middle Lane, Crouch End, N.8.

SQUARE Student (1936-37) referred Forensic, seeks appointment with a high-class Chemist with a view to permanency when Qualified in December; disengaged October 2; 9 years' experience; age 25 years, height 6 ft. Apply Arthur W. Dobbs, The White House, Birchington, Kent.

UNQUALIFIED Assistant (28); tall, good appearance and address; 9 years' first-class Dispensing, Counter aud Window-dressing experience. "Cortex," 51A Copeley Hill, Erdington, Birmingham.

UNQUALIFIED Lady Assistant, requires position end of September; South preferred; Counter and Dispensing; excellent refereuces. 197/7, Office of this Paper

UNQUALIFIED.—Many years' high-class West End experience; excellent recommendations; full- or part-time; disengaged October. 197/1, Office of this Paper.

UNQUALIFIED (38) Dispensing and Counter; quick Salesman; permanency preferred or Locum; disengaged. Dawson, 193 Crowborough Road, Reading.

UNQUALIFIED (46, single) seeks post in good-class Drug Stores; sound references; experienced Counterhand and Prescriber. 199/6, Office of this Paper.

YOUNG Qualified man requires permanency in good-class business, Midlands preferred; good all-round experience in Dispensing and Counter work; conscientious worker, very reliable and keen; excellent references. 198/42, Office of this Paper.

WHOLESALE

A.A.—Alert, experienced Traveller (30), first-class connexion, on same grouud 8 years, seeks permanent situation with reputable firm; Fidelity bond; good education and appearance; Provinces considered. P.C.B. 255/38, Office of this Paper.

ADVERTISER, with exceptional experience in the trade, would be interested in Agencies for Chemists and Stores; well known over a wide area; at present representing first-class Perfumery House; own car. 198/39, Office of this Paper.

ADVERTISER (36) desires change; very well known as Representative on South Coast and Home Counties to important firm of Proprietaries; now as Assistant Sales Manager to the same company; purely personal reasons for the cbange sought; carries a successful record and has something tangible to offer a house of repute. 309/267, Office of this Paper.

APPOINTMENT desired with established house by experienced Representative (30); live connexion Chemists, Hairdressers, N.W. Suburbs, Herts, Middlesex; reliable, trustworthy worker, clean driving licence; smart appearance; salary, expenses; commissiou. 198/24, Office of this Paper.

COSMETICS.—Advertiser seeks situation; well experienced in Manufacturing all types of Toilet Preparations; go anywhere. 199/8, Office of this Paper.

DURHAM, Yorkshire, Derby, Notts.—Well-known Traveller, experienced Toilets, Patents, desires change; excellent refereuces; own car; resident Leeds. 191/3, Office of this Paper.

FOREWOMAN, Widow (age 34), disengaged; 6 years' experience with leading Toilet houses; Belt work. 198/50, Office of this Paper.

HIGH-GRADE Salesman with long-standing connexion amongst Stores, Chemists, Hairdressers in South of England wants extra line. 198/55, Office of this Paper.

MR. R. MURPHY, who is well-known to all Chemists in the Irish Free State, would like to represent large Wholesale or Distributing House, or any sound Agency considered; highest recommendations. Address: The Garden House, Straffan, Co. Kildare.

PERFUMERY and Toilet Sundries Representative of well-known French Perfumery House desires a change; grouud now covered: Eastern Counties, Kent, Surrey, Sussex, Hants, Cambs, Bucks, Herts and Beds; splendid connexion, over 1,000 accounts; ground preferred: Eastern Counties or Southern Counties; own car; calary, expenses, commission. 197/17, Office of this Paper.

PHARMACIST, Optician (31), recently left Retail to seek opportunity to represent reputable firm; industrious worker; abstainer; good Salesman; and will have the interests of the firm who employ him at heart; car owner. 199/18, Office of this Paper.

REPRESENTATIVE (34); live connexion Midlands, Gloucester, Devon, Somerset, Cornwall, S. Wales, desires change; resident on territory. 198/51, Office of this Paper.

SALES PROMOTION.—Advertiser offers services to reputable British House on Sales Staff; encyclopædic knowledge of British and Irish Drug trade; long experience advertising, propaganda, medical literature, as well as costing, general management. Reply 310/296, Office of this Paper.

SCOTLAND AND NORTHERN ENGLAND.—First-class established Representative, Stores, Chemists, etc., seeks touch progressive house; own car; first-rate connexion; salary basis. 198/22, Office of this Paper.

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GENTLEMAN, with first-class Qualifications and experience, and at present Assistant Foreign Sales Manager to important London Pharmaceutical House with world-wide connexions, is desirous of similar appointment offering scope for progress. Advertiser has unique executive and business experience both in this country and abroad—Sales, Advertising, Production, Contact Work, etc.—and is an expert in currency operations, quota restrictions and Customs duties; thoroughly conversant with British and American Toilet Goods market; the opportunity of an appointment with any interested firm would be welcomed; credentials are first-class and proof of ability would be readily given. 311/318, Office of this Paper.

TRAVELLER, with established connexion London and Southern Counties; Retail experience; own car. 199/28, Office of this Paper.

TRAVELLER (29), representing important Chemist Sundries' house; Yorks, Durham, Northumberland; own car; 7 years on territory; desires change. 197/15, Office of this Paper.

WELL-KNOWN Representative, good appearance and address; excellent connexion Chemists, etc., in Midlands; 13 years' experience; desires permanent appointment house of repute; own car; disengaged; salary-expenses basis. 198/35, Office of this Paper.

YOUNG Man, Jewish (25), good appearance, education and address, having resigned position as Junior Traveller with well-known Perfumery House, seeks permanent re-engagement carrying reasonable salary and prospects; residing South Wales; twelve months' successful travelling experience on South Wales and West of England territory; any line considered; go anywhere; own car; fidelity bond; highest references. 193/11, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN

INDIA.—Advertiser, nearly 20 years' experience in India and of highest repute, seeks representation in India and the East for a British firm; medical specialities: Drugs, Sundries, Toilets, Proprietaries, Perfumery, etc.; intimate knowledge Indian conditions and languages and Eastern Drug Trade; considerable experience manufacture in India of Home products under licence; interview in London. Reply 310/295, Office of this Paper.

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(Articles to the value of £5-£50.)

NATIONAL Cash Register; prints sales, gives total; must sell; reasonable. Write P. Kerr, 74 Craven Gardens, Barkingside.

SURPLUS Stock at Bargain Prices of Proprietary Articles in demand; quick-selling, popular lines in original, well-known packages; perfect condition guaranteed; special opportunity owing business winding up. 199/13, Office of this Paper.

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10s. for 60 words or less ; 1s. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

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